

**APPENDIX C PRICING INDEX
DIR-TSO-3629
SOLID BORDER, INC.**

	DIR Discount % off MSRP
Accellion - KEUFS-50 - kiteworks Secure File Sharing, Mobile Apps, Mobile Productivity Suite, File Sync, Outlook Plugin, Single Sign-On, LDAP/AD integration - 50 user pkg - price per user per year	7.25%
Accellion - KEUFS-250 - kiteworks Secure File Sharing, Mobile Apps, Mobile Productivity Suite, File Sync, Outlook Plugin, Single Sign-On, LDAP/AD integration - 250 user pkg - price per user per year	7.25%
Accellion - KEUFS-1000 - kiteworks Secure File Sharing, Mobile Apps, Mobile Productivity Suite, File Sync, Outlook Plugin, Single Sign-On, LDAP/AD integration - 1000 user pkg - price per user per year	7.25%
Accellion - KCU-100 - kiteworks Mobile Content Management with enterprise connectors, SharePoint Plugin, Online File Sharing, Mobile Apps, Mobile Productivity Suite, File Sync, Outlook Plugin, Single Sign-On, and LDAP/AD integration - 100 user pkg - price per user per year	7.25%
Accellion - KCU-250 - kiteworks Mobile Content Management with enterprise connectors, SharePoint Plugin, Online File Sharing, Mobile Apps, Mobile Productivity Suite, File Sync, Outlook Plugin, Single Sign-On, and LDAP/AD integration - 250 user pkg - price per user per year	7.25%
Accellion - KEUFS-250H - Hosted kiteworks ENTERPRISE Secure File Sharing User - 250-499 users - per user per year (Azure or AWS)	7.25%
Accellion - KEAV - Hosted kiteworks ENTERPRISE Anti Virus (Azure or AWS) Add-on - 1 year	7.25%
Accellion - KCU250H - Hosted kiteworks ENTERPRISE CONNECT Secure File Sharing User - 250-499 users - per user per year (Azure or AWS) INCLUDES: Mobile Productivity, Outlook plug-ins, Sync, LDAP/AD, and SSO	7.25%
Accellion - SPV5-AV - Standard File Transfer VMWare Virtual Appliance Based 5 User Package with Outlook Plugin, Anti Virus	7.25%

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Accellion - KEU500LPFS - Hosted kiteworks ENTERPRISE Secure File Sharing Users with Governance, FIPS Support, 500 GB of storage and 1000 GB of bandwidth - 500-999 users - price per user per year	7.25%
Accellion - KEU800V-R - kiteworks ENTERPRISE renewal for 800 users - 1 year	7.25%
AppNeta - SO-105 - Virtual Appliance PathView INCLUDES: 5 WAN & 100 LAN targets - 1 Year	4.25%
AppNeta - r400 Analysis Packages FlowView Plus 1 Year - Maintenance	1.25%
AppNeta - r400 Analysis Packages AppView Web 1 Year - Maintenance	1.25%
AppNeta - r400 Analysis Packages AppView Voice 1 Year - Maintenance	1.25%
AppNeta - r400 Analysis Packages AppView Video 1 Year - Maintenance	1.25%
AppNeta - r400 Analysis Packages 5 WAN or 100 LAN Packs 1 Year - Maintenance	1.25%
Aruba Networks - CP-VA-5K - Aruba ClearPass Policy Manager 5K Virtual Appliance - up to 500 endpoints, INCLUDES: 25 endpoint licenses	29.25%
Aruba Networks - LIC-PEFNG-1 Policy Enforcement Firewall (1 AP License)	3.75%
Aruba Networks - LIC-1-AP Access Point License (1 Access Point License)	3.75%
BlueCat - Address Manager 3000 - Virtual	14.25%
BlueCat - Address Manager 3000 SW Maintenance & Support	4.25%
BlueCat - Address Manager Connector for Windows Server - 50 pack - Maintenance	4.25%
BlueCat - DNS & DHCP Server XMB3 - Virtual	14.25%
BlueCat - DNS & DHCP Server XMB3 SW Maintenance & Support	4.25%
BlueCat - DNS & DHCP Server 45 - Virtual	14.25%
BlueCat - DNS & DHCP Server 45 SW Maintenance & Support	4.25%

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BlueCat - DNS & DHCP Server 100D - Virtual	14.25%
BlueCat - DNS & DHCP Server 100D SW Maintenance & Support	4.25%
ESET - EEA-N1 - Endpoint Anti-Virus, New 1 Year	49.25%
ESET - EEA-R1 - Endpoint Anti-Virus, 1 Year Renewal	49.25%
ESET - EEAX-N1 - Endpoint Anti-Virus Mac OS X, New 1 Year	49.25%
ESET - EESM-N1 - Mobile Security Business Ed, 1 Year	49.25%
ESET - EEPS-N1 - ESET Endpoint Protection Standard 1 Year	49.25%
ESET - EEPS-R1 - ESET Endpoint Protection Standard 1 Year, Renewal	49.25%
ESET - EEPA-N1 - ESET Endpoint Protection Advanced 1 Year	49.25%
ESET - ESA-N1 - ESET Secure Authentication 1 Year	10.00%
ESET - DSLP-N1 - ESET DESlock+ Pro, encryption Software, includes Full Disk encryption and Enterprise Server for central management 1 Year	10.00%
Fortinet - FG-VM16 - FortiGate Virtual Appliance 16 vCPUs	24.25%
Fortinet - FC-10-FVM16-975-02-DD - FortiGate VM 16 Enterprise Bundle Maintenance	9.25%
Fortinet - FC-10-C0102-151-02-12 - 1 Year FortiClient License Subscription for up to 200 clients on FG/FWF 30-90 Series running FortiOS 5.2 and above. Includes the ability to download the license file, pre-configure the client, create a custom installer and rebrand.	24.25%
Fortinet - FCCE-C0102-LIC - Electronic FortiClient License certificate for up to 200 clients on FG/FWF 60-90 Series running FortiOS 5.0.2 to 5.0.x. Includes the ability to download the license file, edit the FortiClient configuration file, create a custom installer and rebrand. Perpetual license.	24.25%
Fortinet - FCC-FAC2K-LIC FortiAuthenticator FortiClient SSO Mobility Agent License for 2,000 FortiClient connections (does not include FortiClient Endpoint Control License for FortiGate)	24.25%

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Fortinet - FTM-ELIC-5 Forti Token Mobile Electronic License Software one-time password tokens for iOS, Android and Windows Phone mobile devices. Perpetual licenses for 5 users. Electronic license certificate.	24.25%
Impulse Point - SCT-5000-S SafeConnect – Identity Access Control Software License	15.25%
Impulse Point - SCT-5000-S SafeConnect – IAC and Device Security Software License	15.25%
Impulse Point - IDM-5000-S SafeConnect – Identity Access Control Software Maintenance 1 Year	4.25%
Impulse Point - SCM-5000-S SafeConnect – IAC and Device Security Software Maintenance 1 Year	4.25%
Impulse Point - IDC-5000-PA-C - IdentityConnect for Palo Alto (Vmware Subscription) for 5,000 users, 1 YR	15.25%
Indeni - SUB-BAND-STD-Q10-1YR - Indeni Network and Firewall Configuration Analyzer - Standard, 10 devices, 1 YR	14.25%
Indeni - SUB-BAND-ENT-Q10-1YR - Indeni Network and Firewall Configuration Analyzer - Enterprise, 10 devices, 1 YR	14.25%
Indeni - SUB-BAND-ENT-Q50-1YR - Indeni Network and Firewall Configuration Analyzer - Enterprise, 50 devices, 1 YR	14.25%
Indeni - SUB-BAND-ENT-Q200-1YR - Indeni Network and Firewall Configuration Analyzer - Enterprise, 200 devices, 1 YR	14.25%
Protection - Enterprise INCLUDES: Endpoint Security (ENS), VirusScan Enterprise, VirusScan Command Line, Endpoint Protection for MAC, Host Intrusion Prevention for Desktops, Desktop Firewall, SiteAdvisor Enterprise with Web Filtering, Application Control for PCs, Device Control, VirusScan for Linux, McAfee Security for Email Servers with Anti-Spam and Endpoint Intelligence Agent. Management system included: ePolicy Orchestrator. - ProtectPLUS Perpetual License with 1yr Gold Software Support - 2001-5000 users - price per user	19.25%

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Intel Security (McAfee) - CEEYFM-AA-HI - RENEWAL McAfee Complete EndPoint Protection - Enterprise, ProtectPLUS 1y Gold Software Support - 2001-5000 users - price per user	9.25%
Intel Security (McAfee) - EPMCDE-AA-FI - McAfee Endpoint Protection for MAC INCLUDES: AntiVirus, anti-spyware, firewall, application protection for system lockdown. Management system included: ePolicy Orchestrator. - ProtectPLUS Perpetual License with 1yr Gold Software Support - 501-1000 users - price per user	19.25%
Intel Security (McAfee) - EPMYFM-AA-FI - RENEWAL McAfee Endpoint Protection for MAC - ProtectPLUS 1yr Gold Software Support - 501-1000 users - price per user	9.25%
Intel Security (McAfee) - DTSCDE-AA-HI - McAfee Security Suite for VDI, INCLUDES: VSE and VSEL for the scan server, MOVE AntiVirus for virtual desktops, MOVE Scheduler, Data Center Connector for VMware vSphere, Data Center Connector for OpenStack, McAfee SiteAdvisor Enterprise Plus, Application Control for PCs, File and Removable Media Protection, McAfee Agentless Firewall, McAfee Agentless Firewall, and McAfee Host IPS for Desktops. Management system included: ePolicy Orchestrator. Designed for organizations of any size that require advanced endpoint protection. Security suite for virtualized desktops including Blacklisting, Whitelisting and Virtualization technologies. Advanced protection for virtualized desktops against malware, rootkits and other attacks. - ProtectPLUS Perpetual License with 1yr Gold Software Support - 2001-5000 users - price per user	19.25%
Intel Security (McAfee) - DTSYFM-AA-HI - RENEWAL McAfee Security Suite for VDI - ProtectPLUS 1yr Gold Software Support - 2001-5000 users - price per user	9.25%

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Intel Security (McAfee) - DSSCKE-AA-AI - McAfee Database Security Scanner, INCLUDES: Vulnerability assessment for databases including patch level reports, insecure PL/SQL code, weak passwords, SQL injection vulnerabilities, presence of database rootkits / traces of malware and pen testing utilities. - ProtectPLUS Perpetual License with 1yr Gold Software Support - price per database instance	19.25%
Intel Security (McAfee) - DSSYCM-AA-AI - RENEWAL McAfee Database Security Scanner - ProtectPLUS 1yr Gold Software Support - price per database instance	9.25%
Intel Security (McAfee) - CDACDE-AA-DI - McAfee Complete Data Protection Advanced, INCLUDES: DLP Endpoint, Device Control, Drive Encryption, File & Removable Media Protection, Management of Native Encryption and ePO Deep Command. Management: ePolicy Orchestrator. File & Removable Media Protection 5.0 release includes encrypted file capability for a number of Cloud Storage Services - ProtectPLUS Perpetual License with 1yr Gold Software Support - 101-250 nodes - price per node	19.25%
Intel Security (McAfee) - CDAYFM-AA-DI - RENEWAL McAfee Complete Data Protection Advanced - ProtectPLUS Perpetual License with 1yr Gold Software Support - 101-250 nodes - price per node	9.25%
Procera Networks - PL-12113-PRE - Software Base Bandwidth Licenses (Monitoring Only) 10Gbps total throughput license 1 Year	10.25%
Procera Networks - PL-11411-ICD - PL7810 ICD ContentLogic ICD <100K licens	10.25%
for Procera's Annual Products. 24x7 PTAC support available via the phone, email and web. 10 web logins are provided. IRC support is available as well. Access to Software updates. Signature subscription is included. One year agreement.	4.25%
Procera Networks - PL-18362-TOP-12113 - Topology Perspective license - perpetual	10.25%

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Radware - 9010110 Global Server Load Balancing license for Alteon Application Switch - Software Option	11.25%
Radware - 9010097 LinkProof for Alteon Application Switch license –Software Option	11.25%
Radware - 9210087 Additional 5 vADCs Extension Software Option	11.25%
Radware - 9010096 AAG for Alteon – Additional 10,000 concurrent users	11.25%
Radware - 9010089Y1 AppWall/AppWall+ for Alteon - High level – 1 year subscription	11.25%
Radware - 9010050Y1 - NG/NG+ bundle with all included modules, 1 Year subscription for Alteon 5208 XL 12G. 1 year maintenance	7.25%
Radware - 909111 Monitored Users (up to 200,000) - Software Option	11.25%
Radware - 909209 Coral 8 Stream - Software Option	11.25%
Radware - 999242 - DefensePipe - in-the-cloud attack mitigation service protects the Internet pipe of the customer. Up to 10Gbps of total diverted inspected traffic. Limited to 5 Protected network segment (BGP) or 25 protected IP addresses (DNS). Unlimited number of attacks per month. Unlimited duration time of attacks per month. - Monthly fee	11.25%
Radware - 9070107 - APSolute Vision Reporter (AVR) - 1 Year Subscription	11.25%
Radware - 1927013 - APSolute Vision - VM virtual appliance - 1 year maintenance	7.25%
Rapid7 - NXENTALL-1024 - Nexpose Enterprise (1024 IPs) - This includes discovery, web scanning, unlimited scan engines, unlimited templates and up to 3 Nexpose Enterprise Consoles.	10.25%
Rapid7 - RNXENTALL-1024 - RENEWAL Nexpose Enterprise (1024 IPs) - Technical Support & Upgrades AND Vulnerability Subscription - 1 year term	1.25%

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Rapid7 - NXEXPP-512 - Nexpose Express Perpetual License (512 IPs)	10.25%
Rapid7 - RNXEXPP-512 - RENEWAL Nexpose Express (512 IPs) - Technical Support & Upgrades AND Vulnerability Subscription - 1 year term	1.25%
Rapid7 - NXHOSD - Nexpose Dedicated Perimeter Security Engine	10.25%
Rapid7 - RNXHOSD - RENEWAL Nexpose Dedicated Perimeter Security Engine - Technical Support & Upgrades - 1 year term	1.25%
Rapid7 - UBA - InsightUBA Monitoring Service Subscription - Prepaid Annual Term. Pricing per asset.	10.25%
Rapid7 - IDR - InsightIDR SIEM Service Subscription - Prepaid Annual Term. Pricing per asset.	10.25%
Rapid7 - MSPPRO - Metasploit Pro (Perpetual License, Maintenance & Support)	10.25%
Rapid7 - MSTECHSUB - Metasploit Technical Support & Upgrades AND Vulnerability Subscription - Initial 1 year term	10.25%
Rapid7 - ASPRO - AppSpider Pro - perpetual license	10.25%
Rapid7 - ASPROMAINT - AppSpider Pro - maintenance & support - 1 year term	1.25%
Red Seal - NVA-DEV-PERP-50 - Device Perpetual License for one layer 3 packet processing device - 50 devices - 1 year	5.00%
Red Seal - NVA-DEV-PERP-MAINT - Maintenance for Device Perpetual License for one layer 3 packet processing device - 50 devices - 1 year	0.25%
Red Seal - NVA-DEV-1YR-SUB-50 - Device Subscription License for one layer 3 packet processing device - 50 devices - 1 year	5.00%
Red Seal - NVA-IRL2-1YR-SUB-50 - Device Subscription License for one layer 2 packet processing device - 50 devices - 1 year	5.00%
Scalable - AVR-W-12 Asset Vision Registry Workstation Software	8.75%
Scalable - AVL-12 Asset Vision License Manager	8.75%
Scalable - AVO-ODB-12 Asset Vision Optimize (Oracle DB)	8.75%

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Scalable - AVM-12 Asset Vision Manage	8.75%
Sophos - EGEJ1CSAA - Enduser Protection Web, Mail and Encryption INCLUDES: Endpoint Protection Advanced, Sophos Mobile Control Standard, Web ProTection Advanced, Email Protection Advanced, SafeGuard Disk Encryption Advanced - 500-999 users - 1 year, new - price per user	20.25%
Sophos - MEEH1CSAA - SMC Advanced and Encryption Enterprise INCLUDES: Sophos Mobile Control Advanced, SafeGuard Enterprise Encryption - 100-199 users - 1 year, new - price per user	20.25%
Sophos - MUGJ1CSAA - Mobile Control Advanced Upgrade for Enduser Protection Bundles - adds centrally managed Mobile Security (AV, Web filtering) for Android, Secure Workspace (Documents) and Secure Email container apps, Sophos Mobile SDK - 500-999 users - 1 year, new - price per user	20.25%
Sophos - CEAI1CSAA - Cloud Endpoint Protection Advanced - Includes: Anti- malware, Live Protection, Web Security, Web Control/Filtering, Device Control, Active Directory Sync, multiple platform support (Windows/Mac), Sophos Anti- Virus for vShield (for Windows, Desktop Guest VMs). WINDOWS ONLY: Malicious Traffic Detection, Security Heartbeat*, Host Intrusion Prevention (HIPS), Application Control - 200-499 users - 1 year, new - price per user	20.25%
Sophos - CSEI1CSAA - Cloud Mobile Security INCLUDES: (1) Android protection: anti-malware, PUA detection, low reputation app detection, rootkit detection, rooting detection, web protection (2) Managed by Sophos Cloud: management of users, devices, multiple security policies, AD sync, security status, mobile security report - 200-499 users - 1 year, new - price per user	20.25%
Sophos - CWAI1CSAA - Cloud Web Gateway Advanced INCLUDES: Anti- malware, web filtering, SSL scanning, keyword scanning (DLP), reporting and real-time logging - 200-499 users - 1 year, new - price per user	20.25%
Tanium - 132-33 TANCL-IR-P Tanium Client - IR Only	12.51%
Tanium - 132-32 TANCL-IR-S Tanium Client - IR Only	12.51%
Tanium - 132-33 TANCL-P Tanium Client - Perpetual	12.51%

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Tanium - 132-32 TANCL-S Tanium Client - Subscription	12.51%
Tanium - 132-33 TANCLSUM-P Tanium Client - Perpetual	12.51%
Tanium - 132-33 TANCM-P Tanium Connection Manager -Perpetual	12.51%
Tanium - 132-32 TANCM-S Tanium Connection Manager - Subscription	12.51%
Tanium - 132-33 TANCMSUM-P Tanium Connection Manager - Perpetual	12.51%
Tanium - 132-33 TANIOCF-P Tanium IOC Funnel - Perpetual	12.51%
Tanium - 132-33 TANIOCF-P Tanium IOC Funnel -/Subscription	12.51%
Tanium - 132-33 TANIRSUM-P Tanium Client - IR Only Perpetual	12.51%
Related Services Description	DIR Discount % off MSRP
Accellion - KCVSVR - Remote installation of a kiteworks Server	3.25%
BlueCat - BCN-JS-8D-DDW - 8 Day Microsoft DNS/DHCP Mgt JumpStart NA - 4 days remote & 4 days onsite (exp included)	2.25%
BlueCat - BCN-JS-DDI-5D-NA - 5 Day DDI JumpStart NA Onsite (exp included)	2.25%
BlueCat - Training - BCN-TR-BSP-Lvl1 - Support Provider Level 1 (North America) - 3 day onsite training	2.25%
BlueCat - Education - BCN-TR-FUND-DHCP-ELS - Fundamentals Managing DHCP E-Learning - 1 year subscription per named user	2.25%
ESET - EPS-RNR - Custom Rip-and-Replace Service supports replacement of most business class antivirus products with ESET Endpoint Antivirus and ESET Endpoint Security products only. Priced per node.	10.00%
Fortinet - FP-10-00000-M08-00-00 - Per Day Charge for Onsite Resource Service (SOW)	0.00%
Impulse Point - SCD-5000-T90 - SafeConnect - IAC and Device Security for Windows & OSX VMware Server Bundle for 5,000 users - Deployment Services	0.00%

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Intel Security (McAfee) - ES-FS-PCII - Foundstone Quarterly External PCI Scan less than 50 live hosts	0.00%
Intel Security (McAfee) - TRN-FS-4DAY-TCLI - Foundstone 4 day Foundstone PS PUBLIC COURSE Prepaid	0.00%
Intel Security (McAfee) - MD-DEPLOYI - Deployment Consulting - 40 hours of SME Services	0.00%
Procera Networks - PL-11401-PS Per day fee for Professional Services	0.00%
Radware - 999205 - Professional Services: Day rate - Provides for one day of on-site support to execute pre-arranged services, including design consultation and system integration	0.00%
Radware - 999204 - On-site training for 3 days. Select certification training or customized curriculum. Includes trainer T&E. Maximum of 12 participants.	0.00%
Radware - 999119 - Alteon Level 1 Online Training - Self-guided, Web-based eLearning	0.00%
Rapid7 - PSINNPTSM INTERNAL NETWORK PENETRATION TEST - UP TO 5 DAYS OF EFFORT - REMOTE ONLY	1.25%
Rapid7 - PSNX101-OE - Nexpose Certified Administrator Training - open enrollment training class for 1 student. Delivered remotely using Rapid7's Virtual Training Lab.	1.25%
Rapid7 - PSNXDEP - Nexpose 3 day Rapid Deployment Service	1.25%
Red Seal - PS-5DAY - Professional Services onsite - 5 consecutive days (includes T+E domestic)	0.00%
Red Seal - PS-TRAIN-2DAY-US - Fundamentals or Advanced Training US Domestic On-Site - 2 days	0.00%
Scalable - Training services - daily rate	0.00%
Sophos - PQEZTCCAA - Technical Services (Endpoint) QuickStart	0.00%
Sophos - PE4ZTCCAA - Technical Services (Endpoint) - 4 day onsite	0.00%

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Sophos - PH2ZTCCAA - Technical Services 2-hr Customer Education Webinar	0.00%
Solid Border - Installation/Training of products per day	15.00%
Tanium - Training services - daily rate	0.00%

**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.**