

**Appendix C Pricing Index
DIR-TSO-3997
Mark III Systems, Inc.**

IBM BRANDED PRODUCTS			
Product Category	Product Description	Part Number	DIR Customer Discount % off MSRP *
IBM Passport Advantage	IBM Passport Advantage Software	All parts beginning with "D"	4.00%
IBM Passport Advantage	IBM Passport Advantage Software	All parts beginning with "E"	2.00%
IBM POWER	OS, HA, PowerVM, Linux, etc.	All parts	15.00%
IBM Storage	DS 8000 Software	239x	80.00%
IBM Storage	DS 888x	283x	40.00%
IBM Storage	XIV Software	5639	75.00%
IBM Storage	XIV Spectrum Accelerate Software	5641	4.00%
IBM Storage	Cloud Object Storage Software	5641	4.00%
IBM Storage	Network Advisor	5639	35.00%
IBM Storage	SONAS Software	5639	40.00%
IBM Storage	Flash Software	5639	15.00%
IBM Storage	Spectrum Scale/GPFS Software	5641, 566x	10.00%
IBM Storage	V7000 Software	5639	60.00%
IBM Storage	V5000 Software	5639	60.00%
IBM Storage	San Volume Controller Software	5641	40.00%
IBM Storage	ProtecTIER Software	5639	35.00%
IBM Storage	RtC Software	5641	40.00%
IBM Power Server	Entry level servers	8247-21L	12.00%
IBM Power Server	Mid range Servers	8247-22L, 8335-GCA, 8335-GTA, 8408-44E, 8408-E8E	12.00%
IBM Power Server	Mid range Servers (water cooled)	8335-GTB	7.00%
IBM Power Server	Large/Enterprise Servers	9080-MHE, 9080-MME, 9119-MHE, 9119-MME	20.00%
IBM Power Server	IBM Elastic Storage Server (ESS)/GPU	5148-21L	12.00%
IBM Power Server	IBM Elastic Storage Server (ESS)/GPU	5148-22L	14.00%
IBM Power Server	Linux Server - Entry	8001-12C	8.00%
IBM Power Server	Linux Server - Mid	8001-22C	8.00%
IBM Power Server	Application Server	8284-21A	8.00%
IBM Power Server	Scaleout and Application servers	8284-22A, 8286-41A, 8286-42A	12.00%
IBM Power Server	Pure Power Management Console	8374-01M	15.00%
IBM Power Server	Open Power	8348-21C	12.00%
IBM Power Server	Hardware Management Console	7042	
IBM Storage	DS 8000/Enterprise	2831 ->2839	65.00%
IBM Storage	DS 8870	242x	75.00%
IBM Storage	XIV	2810, 2812	80.00%
IBM Storage	Cloud Object Storage	340x	10.00%
IBM Storage	IBM 3592	3592	60.00%
IBM Storage	IBM 3952	3952	55.00%
IBM Storage	IBM 3953	3953	45.00%
IBM Storage	TS7760, TS 7740	3956, 3957	50.00%
IBM Storage	LTO Tape Library	3572	45.00%
IBM Storage	LTO Tape Library	3573, 3580	38.00%
IBM Storage	LTO Tape Library	3576	38.00%

IBM BRANDED PRODUCTS			
Product Category	Product Description	Part Number	DIR Customer Discount % off MSRP *
IBM Storage	LTO Tape Library	3584	60.00%
IBM Storage	LTO Drives	3588-F3x, 3588-F4x, 3588-F5x, 3588-F6x	70.00%
IBM Storage	LTO Drives	3588-F7x, 3588 F8x	60.00%
IBM Storage	Tape Media	3589, 3599, 00V7590, 38L7302	40.00%
IBM Storage	Flash	983x, 984x	21.00%
IBM Storage	DeepFlash	9847, 9849	55.00%
IBM Storage	Elastic Storage JBOD	5147	40.00%
IBM Storage	Elastic Storage DCS	1818, 1813	35.00%
IBM Storage	Storwize V5000	2077, 2078	55.00%
IBM Storage	Storwize V7000	2076	60.00%
IBM Storage	San Volume Controller	214x	45.00%
IBM Storage	ProtecTIER Gateway	3958-DD5	45.00%
IBM Storage	ProtecTIER Appliance	3958-AP1	37.00%
IBM Storage	ProtecTIER Express	3959	35.00%
IBM Storage	Crossroads	3222	30.00%
IBM Storage	V3700	2072	20.00%
IBM Storage	SAN/DCN	2109, 2054, 2499, 8961, 9710, 2417, 2498, 8960, 9711	38.00%
IBM Storage	SONAS	2851	40.00%
IBM Storage	EXP 2500	1747	10.00%
Related Services			
Service Category	Service Description		DIR Customer Discount % off MSRP *
Installation and Optimization Services	This service offering includes installation, upgrades, tuning, deployment, virtualization, high availability, data migration, and development associated with the IBM hardware and/or software included in this pricing sheet. These services are available as stand-alone or as part of a transaction that includes hardware and/or software as performed by a Mark III resource.		35.50%
Installation and Optimization Services	This service offering includes installation, upgrades, tuning, deployment, virtualization, high availability, data migration, and development associated with the IBM hardware and/or software included in this pricing sheet. These services are available as stand-alone or as part of a transaction that includes hardware and/or software as performed by an IBM resource.		10.00%
IBM Maintenance	This applies to the resale of IBM hardware support as part of a new machine purchase Maintenance contract. The actual support will be provided by IBM.		13.50%
Maintenance Renewal	This applies to the resale of IBM support as a renewal of an existing IBM Maintenance contract or Support provided to a machine with expired support. The actual support will be provided by IBM.		6.50%
Education	This offering is for technology courses taught on-line, on-site, or at an IBM facility taught by IBM-certified professionals.		10.00%

THIRD PARTY PRODUCTS**		
Brand	Product Description	DIR Customer Discount % off MSRP *
CommVault	Software licenses in support of IBM Storage. Used for data backup.	21.00%
CommVault	Software licenses in support of IBM Storage. Used for data backup.	5.00%
SuSE	Linux Operating System Software licenses running on IBM Servers.	10.00%
Ubuntu	Development Software licenses running on IBM Servers.	10.00%
Galileo	Server monitoring Software licenses running on IBM Servers.	10.00%
MIMIX	High Availability Software licenses running on IBM Servers.	10.00%
nVidia	Graphics cards for IBM POWER machines	15.00%
OpenPOWER	IBM processors running on OEM hardware	10.00%
Hortonworks	Big Data Software licenses running on IBM Servers.	10.00%

***Important Note: Vendors quote to DIR customers shall include the DIR administrative fee. The fee will be added after discount off MSRP is applied.**

****Third Party Products can only be used as an attachment or embedded within an IBM Branded product to create, enhance or extend the functionality of IBM Branded product; or to create, enhance or extend the functionality of the Authorized Third Party Product which relies on an IBM Branded product platform to function.**

VOLUME DISCOUNT		
Type of Volume	Category	DIR Customer Discount % off MSRP *
By Quantity		
1-99 units		
100-500 units	Hardware	Additional 10%
500+ units	Hardware	Additional 20%
Per Transaction (e.g. Purchase Order)		
> \$1 million	Hardware and Services	Additional 10%
> \$5 million	Hardware and Services	Additional 20%
Per Dollar Volume Threshold		
> \$1 million	Hardware and Services	Additional 10%
> \$5 million	Hardware and Services	Additional 20%