

**ViON Corporation**  
**DIR-SDD-1651**  
**Appendix C, Pricing Index**  
**February 2012 Amendment Number 1**

<i><b>Data Storage Products</b></i>	<i><b>DIR Customer Discount</b></i>
Hitachi AMS 2100	32.93%
Hitachi AMS 2300	32.93%
Hitachi AMS 2500	36.63%
USP V Hardware	52.90%
USP VM Hardware	52.90%
USP V Software	36.32%
Hitachi MDS	38.75%
Hitachi HNAS	47.75%
Hitachi training (Individual courses)	16.51%
Hitachi HBSM	17.75%
Hitachi HCAP	26.85%
Hitachi HDDS	41.75%
Hitachi HDLM	33.75%
Hitachi HDPS	20.93%
Hitachi Capacity Reporter	30.75%
Hitachi IT Analyzer	14.75%
Brocade	38.33%
ConTech	17.25%
Virtual Instruments	5.75%
Knowledge Flow	19.75%
ViON HyperStor	11.75%
<b>Services</b>	
<i><b>Data Storage Installation &amp; Maintenance</b></i>	
Hitachi Maintenance	7.05%
All other maintenance	0.75%
<b>Data Storage Services</b>	
<b>Description</b>	<b>Hourly Rate</b>
Senior Storage Networking Architect	\$275.00
Storage Networking Architect	\$227.00
Storage Networking Architect	\$182.00

## Ports on Demand Pricing for Tx DIR

Part Number	Product Description	Monthly Service Charge
<b>Service Level Bronze "A"</b>		
E-SPODA-BASE-T	Service of basic fibre channel (FC) storage ports in switch fabric. Basic block- 32 FC ports includes delivery, installation, and 24x7x4 maintenance, as required, Minimum 6 months Ports-On-Demand service required. 30 day advance notice required for entire subsystem removal.	\$2,256.00
ESPODA - 7 Day-T	7 Day Enablement (if possible)	\$2,482.00
ESPODA-2 DAY-T	2 Day Enablement (if possible)	\$2,780.00
<i>Incremental increase of ports at the additional charges shown:</i>		
E-SPA-C-30 DAY	Increased ports - 32 additional ports -30 Day Enablement	\$2,150.00
E-SPA-C-7 DAY	Increased ports - 32 additional ports -7 Day Enablement (if possible)	\$2,330.00
E-SPA-C-2 DAY	Increased ports - 32 additional ports -2 Day Enablement (if possible)	\$2,633.00
<b>Service Level Gold "C"</b>		
E-SPODC-BASE-T	Service of Director fibre channel (FC) storage ports in switch fabric, with redundant PS. Basic block- 64 FC ports includes delivery, installation, and 24x7x4 maintenance, as required. Minimum 6 months Ports-On-Demand service required. 30 day advance notice required for entire subsystem removal.	\$8,908.52
ESPODC - 7 Day-T	7 Day Enablement (if possible)	\$9,799.65
ESPODC-2 DAY-T	2 Day Enablement (if possible)	\$11,135.88
<i>Incremental increase of ports at the additional charges shown:</i>		
E-SPC-C-30 DAY-T	Increased ports -48 additional ports -30 Day Enablement	\$3,289.99
E-SPC-C-7 DAY-T	Increased ports - 48 additional ports -7 Day Enablement (if possible)	\$3,356.65
E-SPC-C-2 DAY-T	Increased ports - 48 additional ports -2 Day Enablement (if possible)	\$3,859.95
E-FICON-T	FICON Support for above Director	\$1,670.00

Note: Includes delivery, installation and maintenance (24X7), as required. Minimum 6 months Ports-on-Demand service required. 30 days advance notice required for entire subsystem removal.

## Storage on Demand Pricing for Tx DIR

Part Number	Product Description	Purchase Payment (Per Raw TB)	Monthly Payment (Per Raw TB)	Warranty Period with Purchase
E-SOD-BASE	Base with 2 usable RAID5TB, 8GB cache , 8 attachments, includes Array Management Software, Storage Navigator <i>Includes install, maintenance, de-install as required. Minimum 12 month SOD Service Required. Minimum of 6 month Enablement Service on Base Configuration. 30 day notice required for entire subsystem removal. Customer is responsible for data removal prior to de-install.</i>	\$40,000.00	\$2,500.00	36 months
E-C-INBOX	Capacity -Instant Enablement	\$8,800.00	\$22.00	co term
E-C-2Day	Capacity- 2 Day Enablement	\$7,200.00	\$17.00	co term
E-C-5Day	Capacity- 5 Day Enablement <i>includes install, maintenance, de-install as required. Customer is responsible for data removal prior to de-install.</i>	\$5,000.00	\$15.00	co term
E-P-INBOX	Cache Augmentation in Cabinetry- Instant Enablement	\$15,834.42	\$692.38	co term
E-P-2Day	Cache Augmentation in Cabinetry- 2 Day Enablement	\$13,572.09	\$593.46	co term
E-P-5Day	Cache Augmentation in Cabinetry- 5 Day Enablement <i>Cache Increments in 4GB. Includes maintenance, de-install as required. All upgrades are non-disruptive.</i>	\$12,065.76	\$527.56	co term
E-SOD-PITC	Point in Time Copy -5 Day Enablement Per TB	\$15,000.00	\$2.75	12 months
E-SOD-RC	Remote Copy - 5 Day Enablement per TB <i>Includes install, training, maintenance, de-install. All upgrades are non-disruptive.</i>	\$20,000.00	\$3.50	12 months