

**APPENDIX C – PRICING INDEX
DIR-TSO-2540**

Product Category	MSRP	DIR Customer Discount from MSRP [or Firm Fixed Price]
Systems Hardware and Software Global Price List	See Note 1	See Note 3
Oracle E-business Component Applications Global Price List	See Note 2	20%
Oracle Business Intelligence Applications Global Component Price List	See Note 2	20%
Oracle Linux Support and Oracle VM Support Global Price List	See Note 2	20%
Oracle Public Sector Revenue Management Global Price List	See Note 2	20%
Oracle Engineered Systems Price List	See Note 2	20%
Oracle Fusion Applications Global Price List	See Note 2	20%
Java Embedded Global Price List	See Note 2	20%
PeopleSoft Component Global Price List	See Note 2	20%
MySQL Global Price List	See Note 2	20%
Siebel CRM Pricing	See Note 2	20%
Oracle Technology Global Price List	See Note 2	20%
Services	MSRP	DIR Customer Discount from MSRP [or Firm Fixed Price]
Installation Support Services	See Note 4	0%
Maintenance and Support Services	See Note 4	0%
		0%
Technical Services	See Note 4	0%
Training Services	See Note 5	0%
		0%
Other Services	See Note 6	0%
Optional Items	MSRP	DIR Customer Discount from MSRP [or Firm Fixed Price]
Note 1. Due to the size of the price list a URL is provided. The discounts in this table apply to hardware (and first year of technical support) and programs (and first year of technical support) that are designated as an item number or product name associated with the Named Product Hierarchies provided such hardware and programs are available in production release with	http://www.oracle.com/us/corporate/pricing/exadata-pricelist-070598.pdf	

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Brocade Software	24%	34%
Cisco Hardware	24%	34%
Cisco Software	24%	34%
CMT Server Configured Options	15%	18%
CMT Server X-Options	15%	18%
Disk Drives	14%	20%
Engineered Systems	15%	15%
Engineered Systems Software	20%	20%
Enterprise Installation Services	0%	0%
Exadata Hardware Products	20%	20%
Exadata Software Products	25%	25%
Fujitsu M- Series	15%	18%
High-End M-Series Server Configured Options	28%	34%
High-End M-Series Server X-Options	28%	34%
Host Bus Adapters	14%	20%
Infiniband Host Channel Adapters	14%	20%
Infiniband Switches	28%	34%
LTO Other	24%	34%
LTO4 Tape Drives	30%	34%
LTO5 Tape Drives	30%	34%
Midrange M-Series Server Configured Options	15%	18%
Midrange M-Series Server X-Options	28%	34%
Modular Disk Drives	24%	34%
Modular Disk Options	24%	34%
Modular Disk Software	24%	34%
Netra SPARC T3-1 Server	15%	18%
Netra SPARC T3-1BA Blade Server Module	15%	18%
Netra SPARC T4-1 Server	15%	18%
Netra SPARC T4-2 Server	15%	18%
Netra Server X3-2	15%	18%
Network Encryption Cards	14%	20%
Network Interface Cards	14%	20%
Oracle Ops Center Software	0%	0%
Oracle Solaris Cluster Software	30%	50%
Oracle Solaris Legacy Containers	0%	0%
Oracle Enterprise Storage	0%	0%
Oracle Enterprise Storage Software	0%	0%
Oracle Fabric Manager	20%	25%
Oracle SDN	20%	25%
Oracle Sun QFS Software	30%	30%
Oracle Virtual Compute Appliance	15%	15%
Other Server Configured Options	6%	6%

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Other Hardware Software Options	0%	0%
Other Server X-Options	14%	20%
Other Systems Software Options	10%	10%
Pillar Systems	15%	18%
Pillar Systems X-options	15%	18%
Power Cords	14%	20%
Remanufactured & Used Equipment	0%	0%
Oracle Secure Global Desktop Software	30%	50%
Server Hard Disk Drives	14%	20%
SPARC M5 Server	15%	18%
SPARC T5-2 Server	16%	18%
SPARC T5 Server	15%	18%
SPARC T4 Server	15%	18%
SPARC T4 Server Configured Options	15%	18%
SPARC T4-1B Blade Server Module	15%	18%
SPARC T4 Server X-Options	15%	18%
SPARC T3 Server Configured Options	15%	18%
SPARC T3 Server X –Options	15%	18%
SPARC T3-1 Server	15%	18%
SPARC T3-1B Blade Server Module	15%	18%
SPARC T3-2 Server	15%	18%
SPARC T3-4 Server	15%	18%
SPARC SuperCluster	15%	18%
Spare Parts	29%	29%
Storage Archive Manager	22%	50%
StorageTek Storage Archive Manager	30%	50%
StorageTek Automated Cartridge System Library Software	15%	18%
StorageTek Enterprise Library Software	24%	34%
StorageTek Library Content Manager Software	15%	18%
StorageTek Virtual Library Extension	30%	18%
Sun Blade 6000 Chassis	15%	18%
Sun Blade 6048 Chassis (3/25/2011)	15%	18%
Sun Blade Server Options	15%	18%
Sun Blade Storage Module M2	15%	18%
Sun Blade T6320 Server Module	15%	18%
Sun Blade T6340 Server Module	15%	18%
Sun Blade X6270 M2 Server Module	15%	18%
Sun Blade X6275 M2 Server Module	15%	18%
Sun Blade Server Options	15%	18%
Sun Fire X2-4	14%	20%
Sun Fire X2-8	15%	18%

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Sun Fire X3-2	14%	20%
Sun Fire X3-2L	15%	18%
Sun Fire X4800 Server	15%	18%
Sun Flash Accelerator F20 PCIe Card	24%	34%
Sun Netra 6000 Blade Chassis	15%	18%
Sun Netra Blade T6340 Server Module	15%	18%
Sun Netra CP3250 ATCA Blade Server Module	15%	18%
Sun Netra CP3260 ATCA Blade Server Module	15%	18%
Sun Netra CP3270 ATCA Blade Server Module	15%	18%
Sun Netra CT900 Server	15%	18%
Sun Netra Rack Kits	15%	18%
Sun Netra T5220 Server	15%	18%
Sun Netra T5440 Server	15%	18%
Sun Netra X4250 Server	15%	18%
Sun Netra X4270 Server	15%	18%
Sun Netra x6270 M2 Blade Server Module	15%	18%
Sun Network QDR InfiniBand Gateway	15%	18%
Sun Racks	15%	18%
Sun Ray	15%	18%
Sun Ray Options	0%	0%
Sun Ray Server Software	15%	18%
Sun SPARC Enterprise M3000 Server	15%	18%
Sun SPARC Enterprise M4000 Server	15%	18%
Sun SPARC Enterprise M5000 Server	15%	18%
Sun SPARC Enterprise M8000 Server	30%	34%
Sun SPARC Enterprise M9000-32 Server	30%	34%
Sun SPARC Enterprise M9000-64 Server	30%	34%
Sun Storage F5100 Flash Array	24%	34%
Sun StorageTek 2530 Array	12%	15%
Sun StorageTek 2540 Array	12%	15%
Sun StorageTek SL24 Tape Autoloader	24%	34%
Sun StorageTek SL150 Tape Autoloader	30%	29%
Sun StorageTek SL3000 Modular Library System	30%	34%
Sun StorageTek SL48 Tape Library	24%	34%
Sun StorageTek SL500 Modular Library System	24%	34%
Sun StorageTek SL8500 Modular Library System	24%	34%
Sun StorageTek T10000B Tape Drive (MVS)	30%	34%
Sun StorageTek T10000B Tape Drive (Open)	30%	34%
Sun StorageTek T10000C Tape Drive (MVS)	30%	34%
Sun StorageTek T10000C Tape Drive (Open)	30%	34%
Sun StorageTek Tseries Tape Drive (Open/MVS)	0%	0%
Sun StorageTek T9840D Tape Drive (MVS)	30%	34%

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Sun StorageTek T9840D Tape Drive (Open)	30%	34%
Sun StorageTek Virtual Storage Manager System (VSM 4)	30%	34%
Sun StorageTek Virtual Storage Manager System (VSM 5)	24%	34%
Sun Unified Storage System Options	24%	34%
Sun ZFS Backup Appliances	24%	34%
Sun ZFS Storage 7120 System	24%	34%
Sun ZFS Storage 7320 System	24%	34%
Sun ZFS Storage 7420 System	24%	34%
Sun ZFS Storage 7720 System	24%	34%
Sun ZFS Storage System Options	24%	34%
Switch Options	15%	18%
Tape Encryption	24%	34%
Tape Media	24%	29%
Tape Options	24%	34%
Virtual Desktop Infrastructure Software	28%	34%
X86 Servers	14%	14%
X86 Server Options	14%	14%
X86 Server Software	14%	14%
Related Services		
Installation Support Services	0%	0%
Maintenance and Support Services	0%	0%
Managed Services	0%	0%
Technical Services	0%	0%
Training Services	0%	0%
PSI Solaris Services	24.5%	24.5%
Other Services	10%	10%