

**DIR-TSO-4093
APPENDIX C
PRICE INDEXING**

Manufacturer / Brand	DESCRIPTION	DIR Customer Discount % off MSRP		
<i>Barracuda</i>	<i>N/A</i>	8.00%		
<i>Lightspeed</i>	<i>N/A</i>	<i>10.00%</i>		
<i>PacketViper</i>	<i>N/A</i>	<i>8.00%</i>		
<i>Palo Alto</i>	<i>N/A</i>	<i>28.00%</i>		
RELATED SERVICES				
<i>Barracuda</i>	<i>Maintenance, Training and Support</i>	8.00%		
<i>Lightspeed</i>	<i>Maintenance, Training and Support</i>	5.00%		
<i>PacketViper</i>	<i>Maintenance, Training and Support</i>	8.00%		
<i>Palo Alto</i>	<i>Maintenance, Training and Support</i>	5.00%		
<i>Palo Alto</i>	<i>Technical Services</i>	1.00%		
IT SECURITY SERVICES				
SERVICE CATEGORY	Detailed Service Description	MSRP HOURLY RATE	DIR Customer Discount % off MSRP	DIR Customer Price*
<i>On-Site Resident Security Services - Technical Specialist</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Cisco CCNA Level Resource with 2 years experience.</i>	<i>\$140.00</i>	<i>29.50%</i>	<i>\$99.44</i>
<i>On-Site Resident Security Services - Technical Specialist Senior</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Sr. Engineer - Cisco CCNP level resource</i>	<i>\$170.00</i>	<i>29.50%</i>	<i>\$120.75</i>

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<i>On-Site Resident Security Services - Technical Specialist Architect</i>	<i>Provide onsite resident security resource(s) (the "Onsite Resident") for a duration at the customer's discretion to assist and enhance with the management of network security and monitoring. Sr. Architect - CCIE Level Resource</i>	\$320.00	29.50%	\$227.29
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MANAGED SECURITY SERVICES

SERVICE CATEGORY	Detailed Service Description	MSRP HOURLY RATE	DIR Customer Discount % off MSRP	DIR Customer Price*
<i>Threat Management</i>	<i>Firewalls (Appliance, Module, or Featureset)</i>	\$600.00	5.00%	\$574.28
<i>Threat Management</i>	<i>IPS Device (Appliance or Module), Web Proxy Device, or Anti-Spam Device</i>	\$325.00	5.00%	\$311.07
<i>Threat Management</i>	<i>Standard Servers</i>	\$110.00	5.00%	\$105.28
<i>Threat Management</i>	<i>AD/LDAP Servers</i>	\$235.00	5.00%	\$224.92
<i>Threat Management</i>	<i>DB/Application Servers</i>	\$145.00	5.00%	\$138.78
<i>Threat Management</i>	<i>Routers and Switches</i>	\$90.00	5.00%	\$86.14
<i>Threat Management</i>	<i>Wireless LAN Controllers and Load Balancers</i>	\$145.00	5.00%	\$138.78
<i>Threat Management</i>	<i>WAN Accelerators</i>	\$325.00	5.00%	\$311.07
<i>Threat Management</i>	<i>VPN Devices</i>	\$90.00	5.00%	\$86.14

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the price after the DIR Discount % off MSRP is applied.