

**DIR-TSO-3763 Amendment 1
Appendix C Pricing Index**

Dell Marketing, L.P.

| Category | Products Classifications | Direct Purchase from Dell | Purchase from Resellers |
|----------|---|--|--|
| | | DIR Customer Discount % from Dell MSRP | |
| A | Band 1 Dell Desktops; Band 2 Dell Laptops | 16.00 % | 16.00 % |
| A | Band 4 Dell Servers; Band 5 Dell Storage | 14.50 % | 14.50 % |
| A | Networking, IoT, Printers, Monitors, Tablets, Projectors, Dell-branded Customer Kits | 14.50 % | 14.50 % |
| F | Selected Printer Related Products/Accessories | 3.00 % | 3.00 % |
| H | Ships Fast Pre-Configured Latitude, OptiPlex, Workstations | 6.00 % | 6.00 % |
| M | Select Third Party Software (Adobe Perpetual Licenses only) | 6.00 % | Not authorized |
| M | Select Third Party Software & Hardware | 12.00 % (Software & Hardware) | Not authorized (Software) 12.00% (Hardware) |
| M | Some Dell-branded memory, SonicWall, Wyse, RSA Security, Compellent, Credant | 12.00 % | 12.00 % |
| S | Imaging, Latitude, PowerEdge server, Vostro and XPS Notebooks; Selected Latitude; Selected PowerEdge; Power Connect; EqualLogic; Monitors | 4.00 % | 4.00 % |
| U | Spare Parts | 0% | 0% |
| V | Standard upgrade/ downgrade options with discounts that vary based upon the system in which the item is installed | Same discount as system | Same discount as system |
| X | Select Third Party Software Maintenance Support, Subscriptions and Renewals & Peripherals | 2.00 % | 2.00 % |
| Z/ZS/Z1 | On-site – Next Business Day On-site (extended yrs.), Critical Care On-site Service (all yrs.); other services | 0% | 0% |

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For general purchases, Dell will provide the minimum discounts identified below for select offerings generally described in the above table. The discounts are based on Dell's then current Manufacturer Suggested Retail Pricing (MSRP) and Dell reserves the right to change the MSRP (which would also change the discounted selling price) at any time to apply to future orders.

Dell's published Manufacturer Suggested Retail Price List is at <http://ftpbox.us.dell.com/slq/weekly/dellpricereport.pdf>

In the event Customers purchasing products and services under this Contract negotiate more advantageous pricing or participate in special promotional offers (included those that provide additional discounted or specially priced and bundled options), the above discounts will not be applicable. The final Customer-approved Dell Quote or Dell procurement response will contain the applicable pricing for the ordered individual offerings or for bundled offering configurations or special offers. Dell will work with DIR and with Customers to create pre-approved bundled configurations at agreed pricing to be available for stated time periods. Customer understands that the bundled offering or special promotional offerings may include other discounted or reduced cost or no additional cost products and services and the Customer may compare the bundled offering and any additional services to the line item pricing and minimum discounts to the Dell Manufacturer Suggested Retail Price List.