



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
vSphere				
VS5-ENG-CP	VSPHERE 5.0 MEDIA KIT	\$150.00	0.00%	\$150.00
VS5-STD-C	VSPHERE V5 STANDARD PER 1CPU WITH 32GB VRAM ENTITLEMENT	\$995.00	14.50%	\$850.73
VS5-STD-G-SSS-C	BASIC SNS VSPHERE V5 STANDARD 1CPU FOR 1YR	\$273.00	3.50%	\$263.45
VS5-STD-2M-GSSS-C	BASIC SNS VSPHERE V5 STANDARD 1CPU FOR 2MO UG ONLY	\$46.00	3.50%	\$44.39
VS5-STD-3G-SSS-C	BASIC SNS VSPHERE V5 STANDARD 1CPU FOR 3YR	\$720.72	3.50%	\$695.49
VS5-STD-P-SSS-C	PROD SNS VSPHERE V5 STANDARD 1CPU FOR 1YR	\$323.00	3.50%	\$311.70
VS5-STD-2M-PSSS-C	PROD SNS VSPHERE V5 STANDARD 1CPU FOR 2MO UG ONLY	\$54.00	3.50%	\$52.11
VS5-STD-3P-SSS-C	PROD SNS VSPHERE V5 STANDARD 1CPU FOR 3YR	\$852.72	3.50%	\$822.87
VS5-ENT-C	VSPHERE V5 ENTERPRISE 1CPU WIT 64GB VRAM ENTITLEMENT	\$2,875.00	14.50%	\$2,458.13
VS5-ENT-G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS FOR 1YR	\$604.00	3.50%	\$582.86
VS5-ENT-2M-GSSS-C	BASIC SNS VSPHERE V5 ENTERPRIS FOR 2MO UG ONLY	\$101.00	3.50%	\$97.47
VS5-ENT-3G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS FOR 3YR	\$1,594.56	3.50%	\$1,538.75
VS5-ENT-P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE FOR 1YR	\$719.00	3.50%	\$693.84
VS5-ENT-2M-PSSS-C	PROD SNS VSPHERE V5 ENTERPRISE FOR 2MO UG ONLY	\$120.00	3.50%	\$115.80
VS5-ENT-3P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE FOR 3YR	\$1,898.16	3.50%	\$1,831.72
VS5-ENT-PL-C	VSPHERE V5 ENTERPRISE PLUS 1CP WITH 96GB VRAM ENTITLEMENT	\$3,495.00	14.50%	\$2,988.23
VS5-ENT-PL-G-SSS-C	BASIC SNS V5 ENTERPRISE PLUS FOR 1YR	\$734.00	3.50%	\$708.31
VS5-EPL-2M-GSSS-C	BASIC SNS V5 ENTERPRISE PLUS FOR 2MO UG ONLY	\$122.00	3.50%	\$117.73
VS5-ENT-PL-3G-SSS-C	BASIC SNS V5 ENTERPRISE PLUS FOR 3YR	\$1,937.76	3.50%	\$1,869.94
VS5-ENT-PL-P-SSS-C	PROD SNS V5 ENTERPRISE PLUS FO 1YR	\$874.00	3.50%	\$843.41
VS5-EPL-2M-PSSS-C	PROD SNS V5 ENTERPRISE PLUS FO 2MO UG ONLY	\$146.00	3.50%	\$140.89
VS5-ENT-PL-3P-SSS-C	PROD SNS V5 ENTERPRISE PLUS FO 3YR	\$2,307.36	3.50%	\$2,226.60
vSphere Upgrades				
VS5-ENT-EPL-UG-PRO	UPGRADE V5 ENTERPRISE TO V5 EN PLUS 1CPU PROMO END 12/15/11	\$495.00	14.50%	\$423.23
VS5-STD-ENT-UG-C	UPGRADE V5 STANDARD TO V5 ENTERPRISE FOR 1CPU	\$2,068.00	14.50%	\$1,768.14
VS5-STD-EPL-UG-C	UPGRADE V5 STANDARD TO V5 ENTERPRISE PLUS FOR 1CPU	\$2,750.00	14.50%	\$2,351.25
VS5-ENT-EPL-UG-C	UPGRADE V5 ENTERPRISE TO V5 ENTERPRISE PLUS FOR 1CPU	\$682.00	14.50%	\$583.11
VS5-HYP-STD-UG-C	UPGRADE V5 HYPERVISOR TO V5 STANDARD FOR 1CPU	\$995.00	14.50%	\$850.73
VS5-HYP-ENT-UG-C	UPGRADE V5 HYPERVISOR TO V5 ENTERPRISE FOR 1CPU	\$2,875.00	14.50%	\$2,458.13
VS5-HYP-EPL-UG-C	UPGRADE V5 HYPERVISOR TO V5 ENTERPRISE PLUS FOR 1CPU	\$3,495.00	14.50%	\$2,988.23
Bundles				
VS5-ESSL-BUN-C	V5 ESSENTIALS KIT 3HOST MAX OF 2CPU PER HOST AND 192GB VRAM	\$495.00	14.50%	\$423.23



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VS5-ESSL-SUB-C	SUBSCRIPTION ONLY FOR V5 ESSENTIALS KIT FOR 1YR	\$65.00	3.50%	\$62.73
VS5-ESSL-3SUB-C	SUBSCRIPTION ONLY FOR V5 ESSENTIALS KIT FOR 3YR	\$165.75	3.50%	\$159.95
VS5-ESSL-1PAK-C	ESSENTIALS KIT 1PK INCIDENT SU EMAIL OR PHONE USE WITHIN 1YR	\$299.00	3.50%	\$288.54
VS5-ESSL-3PAK-C	ESSENTIALS KIT 3PK INCIDENT SU EMAIL OR PHONE USE WITHIN 1YR	\$749.00	3.50%	\$722.79
VS5-ESSL-5PAK-C	ESSENTIALS KIT 5PK INCIDENT SU EMAIL OR PHONE USE WITHIN 1YR	\$1,149.00	3.50%	\$1,108.79
vSphere Essentials Plus Bundles				
VS5-ESP-BUN-C	V5 ESSENTIALS PLUS KIT 3HOST MAX 2CPU PER HOST AND 192GB VR	\$4,495.00	14.50%	\$3,843.23
VS5-ESP-BUN-G-SSS-C	BASIC SNS V5 ESSENTIALS PLUS KIT FOR 1YR	\$944.00	3.50%	\$910.96
VS5-EP-BUN-2M-GSSS-C	BASIC SNS V5 ESSENTIALS PLUS KIT FOR 2MO UG ONLY	\$157.00	3.50%	\$151.51
VS5-ESP-BUN-3G-SSS-C	BASIC SNS V5 ESSENTIALS PLUS KIT FOR 3YR	\$2,492.16	3.50%	\$2,404.93
VS5-ESP-BUN-P-SSS-C	PROD SNS V5 ESSENTIALS PLUS KI FOR 1YR	\$1,124.00	3.50%	\$1,084.66
VS5-EP-BUN-2M-PSSS-C	PROD SNS V5 ESSENTIALS PLUS KI FOR 2MO UG ONLY	\$187.00	3.50%	\$180.46
VS5-ESP-BUN-3P-SSS-C	PROD SNS V5 ESSENTIALS PLUS KI FOR 3YR	\$2,967.36	3.50%	\$2,863.50
vSphere Storage Appliance				
VC5-VSA-ENG-CP	VSPHERE 5.0 STORAGE APPLIANCE MEDIA KIT	\$150.00	14.50%	\$128.25
VC5-VSA-ESL-C	STORAGE APPLIANCE ADDON FOR VCENTER SERVER V5 ESSENTIALS	\$5,995.00	14.50%	\$5,125.73
VC5-VSA-FND-C	STORAGE APPLIANCE ADDON FOR VCENTER SERVER V5 FOUNDATION	\$5,995.00	14.50%	\$5,125.73
VC5-VSA-STD-C	STORAGE APPLIANCE ADDON FOR VCENTER SERVER V5 STANDARD	\$5,995.00	14.50%	\$5,125.73
VC5-VSA-G-SSS-C	BASIC SNS STORAGE APPLIANCE FO 1YR	\$1,259.00	3.50%	\$1,214.94
VC5-VSA-3G-SSS-C	BASIC SNS STORAGE APPLIANCE FO 3YR	\$3,323.76	3.50%	\$3,207.43
VC5-VSA-P-SSS-C	PROD SNS STORAGE APPLIANCE FOR 1YR	\$1,499.00	3.50%	\$1,446.54
VC5-VSA-3P-SSS-C	PROD SNS STORAGE APPLIANCE FOR 3YR	\$3,957.36	3.50%	\$3,818.85
vSphere Essentials ROBO Kit				
VS5-RB-ES-C	VSPHERE V5 ESSENTIALS KIT RETL AND BRCH OFCES STARTER KIT	\$4,950.00	14.50%	\$4,232.25
VS5-RB-ES-G-SSS-C	BASIC SNS V5 ESSENTIALS KIT RB STARTER KIT FOR 1YR	\$1,040.00	3.50%	\$1,003.60
VS5-RB-ES-3G-SSS-C	BASIC SNS V5 ESSENTIALS KIT RB STARTER KIT FOR 3YR	\$2,745.60	3.50%	\$2,649.50
VS5-RB-ES-P-SSS-C	PROD SNS V5 ESSENTIALS KIT RBO STARTER KIT FOR 1YR	\$1,238.00	3.50%	\$1,194.67
VS5-RB-ES-3P-SSS-C	PROD SNS V5 ESSENTIALS KIT RBO STARTER KIT FOR 3YR	\$3,268.32	3.50%	\$3,153.93
vSphere Essentials Plus ROBO Kit				
VS5-RB-PL-C	VSPHERE V5 ESSENTIALS PLUS RBO STARTER KIT	\$34,950.00	14.50%	\$29,882.25



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VS5-RB-PL-G-SSS-C	BASIC SNS VSPHERE V5 ESSENTIAL PLUS RBO STARTER KIT FOR 1YR	\$7,340.00	3.50%	\$7,083.10
VS5-RB-ESP-2M-GSSS-C	BASIC SNS VSPHERE V5 ESSENTIAL PLUS RBO FOR 2MO	\$122.00	3.50%	\$117.73
VS5-RB-PL-3G-SSS-C	BASIC SNS VSPHERE V5 ESSENTIAL PLUS RBO STARTER KIT FOR 3YR	\$19,377.60	3.50%	\$18,699.38
VS5-RB-PL-P-SSS-C	PROD SNS VSPHERE V5 ESSENTIALS PLUS RBO STARTER KIT FOR 1YR	\$8,738.00	3.50%	\$8,432.17
VS5-RB-ESP-2M-PSSS-C	PROD SNS VSPHERE V5 ESSENTIALS PLUS RBO FOR 2MO	\$146.00	3.50%	\$140.89
VS5-RB-PL-3P-SSS-C	PROD SNS VSPHERE V5 ESSENTIALS PLUS RBO STARTER KIT FOR 3YR	\$23,068.32	3.50%	\$22,260.93
vSphere Essentials Plus ROBO AddOn				
VS5-RB-ADD-C	VSPHERE V5 ESSENTIALS RBO ADDO	\$495.00	14.50%	\$423.23
VS5-RB-ADD-G-SSS-C	BASIC SNS VSPHERE V5 ESSENTIAL RBO ADDON FOR 1YR	\$104.00	3.50%	\$100.36
VS5-RB-ADD-3G-SSS-C	BASIC SNS VSPHERE V5 ESSENTIAL RBO ADDON FOR 3YR	\$274.56	3.50%	\$264.95
VS5-RB-ADD-P-SSS-C	PROD SNS VSPHERE V5 ESSENTIALS RBO ADDON FOR 1YR	\$124.00	3.50%	\$119.66
VS5-RB-ADD-3P-SSS-C	PROD SNS VSPHERE V5 ESSENTIALS RBO ADDON FOR 3YR	\$327.36	3.50%	\$315.90
vSphere Essentials Plus ROBO AddOn				
VS5-RBPL-AD-C	VSPHERE V5 ESSENTIALS PLUS RBO ADDON	\$3,495.00	14.50%	\$2,988.23
VS5-RBPL-AD-G-SSS-C	BASIC SNS V5 ESSENTIALS PLUS RBO ADDON FOR 1YR	\$734.00	3.50%	\$708.31
VS5-RB-ESA-2M-GSSS-C	BASIC SNS V5 ESSENTIALS PLUS RBO ADDON FOR 2MO UG ONLY	\$122.00	3.50%	\$117.73
VS5-RBPL-AD-3G-SSS-C	BASIC SNS V5 ESSENTIALS PLUS RBO ADDON FOR 3YR	\$1,937.76	3.50%	\$1,869.94
VS5-RBPL-AD-P-SSS-C	PROD SNS V5 ESSENTIALS PLUS RB ADDON FOR 1YR	\$874.00	3.50%	\$843.41
VS5-RB-ESA-2M-PSSS-C	PROD SNS V5 ESSENTIALS PLUS RB ADDON FOR 2MO UG ONLY	\$146.00	3.50%	\$140.89
VS5-RBPL-AD-3P-SSS-C	PROD SNS V5 ESSENTIALS PLUS RB ADDON FOR 3YR	\$2,307.36	3.50%	\$2,226.60
ROBO AddOn				
VS5-RB-ESPL-UG-C	UPGRADE V5 ESSENTIALS TO V5 ESSENTIALS PLUS RBO BUNDLE	\$33,000.00	14.50%	\$28,215.00
VS5-RB-ESPL-AD-UG-C	UPGRADE V5 ESSENTIALS TO V5 ESSENTIALS PLUS RBO ADDON	\$3,300.00	14.50%	\$2,821.50
vSphere Essentials Plus w/ VSA for Starter				
VS5-RB-PVSA-C	VSPHERE 5 ESSENTIALS + KIT WIT VSA FOR RBO STARTER KIT	\$69,950.00	14.50%	\$59,807.25
VS5-RB-PVSA-G-SSS-C	BASIC SNS FOR V5 ESSENTIALS + KIT WITH VSA FOR RBO STARTER K	\$19,930.00	3.50%	\$19,232.45
VS5-RB-PVSA-3G-SSS-C	BASIC SNS FOR V5 ESSENTIALS + KIT W/ VSA FOR RBO STARTER KIT	\$52,615.20	3.50%	\$50,773.67
VS5-RB-PVSA-P-SSS-C	PROD SNS FOR VSPHERE 5 ESSENTIALS + KIT W/ VSA FOR RB	\$23,728.00	3.50%	\$22,897.52
VS5-RB-PVSA-3P-SSS-C	PROD SNS FOR V5 ESSENTIALS + KIT W/ VSA FOR RBO STR KIT FOR	\$62,641.92	3.50%	\$60,449.45
vSphere Essentials Plus w/ VSA for AddOn				



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VS5-RBP-VAD-C	VSPHERE 5 ESSENTIALS PLUS W/ VSA FOR RBO ADDON	\$6,995.00	14.50%	\$5,980.73
VS5-RBP-VAD-G-SSS-C	BASIC SNS FOR V5 ESSENTIALS + KIT WITH VSA RBO ADD ON	\$1,993.00	3.50%	\$1,923.25
VS5-RBP-VAD-3G-SSS-C	BASIC SNS FOR V5 ESSENTIALS + KIT W/ VSA FOR RBO ADD-ON FOR	\$5,261.52	3.50%	\$5,077.37
VS5-RBP-VAD-P-SSS-C	PROD SNS FOR V5 ESSENTIALS + KIT WITH VSA FOR RBO ADD ON	\$2,373.00	3.50%	\$2,289.95
VS5-RBP-VAD-3P-SSS-C	PROD SNS FOR V5 ESSENTIALS + KIT W/ VSA FOR RBO ADD ON FOR	\$6,264.72	3.50%	\$6,045.45
vCenter Foundation				
VCS5-FND-C	VCENTER SERVER V5 FOUNDATION U TO 3HOST PER INSTANCE	\$1,495.00	14.50%	\$1,278.23
VCS5-FND-G-SSS-C	BASIC SNS VCENTER SERVER FOUNDATION FOR 1YR	\$545.00	3.50%	\$525.93
VCS5-FND-3G-SSS-C	BASIC SNS VCENTER SERVER FOUNDATION FOR 3YR	\$1,438.80	3.50%	\$1,388.44
VCS5-FND-P-SSS-C	PROD SNS VCENTER SERVER FOUNDATION FOR 1YR	\$645.00	3.50%	\$622.43
VCS5-FND-3P-SSS-C	PROD SNS VCENTER SERVER FOUNDATION FOR 3YR	\$1,702.80	3.50%	\$1,643.20
vCenter Standard				
VCS5-STD-C	VCENTER SERVER V5 STANDARD PER INSTANCE	\$4,995.00	14.50%	\$4,270.73
VCS5-STD-G-SSS-C	BASIC SNS VCENTER SERVER V5 STANDARD FOR 1YR	\$1,049.00	3.50%	\$1,012.29
VCS5-STD-2M-GSSS-C	BASIC SNS VCENTER SERVER V5 STANDARD FOR 2MO UG ONLY	\$175.00	3.50%	\$168.88
VCS5-STD-3G-SSS-C	BASIC SNS VCENTER SERVER V5 STANDARD FOR 3YR	\$2,769.36	3.50%	\$2,672.43
VCS5-STD-P-SSS-C	PROD SNS VCENTER SERVER V5 STANDARD FOR 1YR	\$1,249.00	3.50%	\$1,205.29
VCS5-STD-2M-PSSS-C	BASIC SNS VCENTER SERVER V5 STANDARD FOR 2MO UG ONLY	\$208.00	3.50%	\$200.72
VCS5-STD-3P-SSS-C	PROD SNS VCENTER SERVER V5 STANDARD FOR 3YR	\$3,297.36	3.50%	\$3,181.95
VCS5-FND-STD-UG-C	UPGRADE FOR VCENTER SERVER V5 FOUNDATION TO VCENTER SR V5 ST	\$3,850.00	14.50%	\$3,291.75
Hypervisor Support				
VS5-HYP-G-SSS-C	BASIC SNS V5 VSPHERE HYPERVISO FOR 1YR 1CPU MIN IS QTY 2	\$248.00	3.50%	\$239.32
VS5-HYP-P-SSS-C	PROD SNS V5 VSPHERE HYPERVISOR FOR 1YR 1CPU MIN IS QTY 2	\$298.00	3.50%	\$287.57
Hypervisor Incident Support				
HYP-1PAK-C	V5 HYPERVISOR 1PK INCIDENT SUP EMAIL OR PHONE USE WITHIN 1YR	\$299.00	3.50%	\$288.54
HYP-3PAK-C	V5 HYPERVISOR 3PK INCIDENTS SU EMAIL OR PHONE USE WITHIN 1YR	\$749.00	3.50%	\$722.79
HYP-5PAK-C	V5 HYPERVISOR 5PK INCIDENTS SU EMAIL OR PHONE USE WITHIN 1YR	\$1,149.00	3.50%	\$1,108.79
Standard Acceleration kit Includes: Qty 8 Standard licenses & Qty 1 vCenter STD				
VS5-STD-AK-C	VSPHERE V5 STANDARD KIT FOR 8CPU 256GB TOTAL VRAM ENTITLEM	\$10,000.00	3.50%	\$9,650.00
VS5-STD-AK-G-SSS-C	BASIC SNS VSPHERE V5 STANDARD ACCEL KIT FOR 1YR	\$3,233.00	3.50%	\$3,119.85
VS5-STD-AK-3G-SSS-C	BASIC SNS VSPHERE V5 STANDARD ACCEL KIT FOR 3YR	\$8,535.12	3.50%	\$8,236.39
VS5-STD-AK-P-SSS-C	PROD SNS VSPHERE V5 STANDARD ACCEL KIT FOR 1YR	\$3,833.00	3.50%	\$3,698.85
VS5-STD-AK-3P-SSS-C	PROD SNS VSPHERE V5 STANDARD ACCEL KIT FOR 3YR	\$10,119.12	3.50%	\$9,764.95



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Enterprise Acceleration kit Includes Qty 6 Enterprise licenses & Qty 1 vCenter STD				
VS5-ENT-AK-C	VSPHERE V5 ENTERPRISE KIT FOR 6CPU 384GB TOTAL VRAM ENTITLEM	\$17,495.00	14.50%	\$14,958.23
VS5-ENT-AK-G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS KIT FOR 1YR	\$4,671.00	3.50%	\$4,507.52
VS5-ENT-AK-3G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS KIT FOR 3YR	\$12,331.44	3.50%	\$11,899.84
VS5-ENT-AK-P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE KIT FOR 1YR	\$5,561.00	3.50%	\$5,366.37
VS5-ENT-AK-3P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE KIT FOR 3YR	\$14,681.04	3.50%	\$14,167.20
Enterprise Plus Acceleration Kit Includes Qty 6 enterprise plus licenses & qty 1 vCenter STD				
VS5-EPL-AK-C	VSPHERE V5 ENTERPRISE PLUS KIT 6CPU 576GB TOTAL VRAM ENTITLEM	\$21,995.00	14.50%	\$18,805.73
VS5-EPL-AK-G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS PLUS KIT WITH 6CPU FOR 1YR	\$5,453.00	3.50%	\$5,262.15
VS5-EPL-AK-3G-SSS-C	BASIC SNS VSPHERE V5 ENTERPRIS PLUS KIT WITH 6CPU FOR 3YR	\$14,395.92	3.50%	\$13,892.06
VS5-EPL-AK-P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE PLUS KIT WITH 6CPU FOR 1YR	\$6,491.00	3.50%	\$6,263.82
VS5-EPL-AK-3P-SSS-C	PROD SNS VSPHERE V5 ENTERPRISE PLUS KIT WITH 6CPU FOR 3YR	\$17,136.24	3.50%	\$16,536.47
Kit upgrades				
VS5-ESPLM-UG-C	UPGRADE V5 ESSENTIALS TO V5 ESSENTIALS PLUS WITH STORAGE A	\$7,748.00	14.50%	
VS5-ES-STD-AK-UG-C	UPGRADE V5 ESSENTIALS TO V5 STANDARD KIT FOR 8CPU	\$10,456.00	14.50%	\$8,939.88
VS5-ES-ENT-AK-UG-C	UPGRADE V5 ESSENTIALS TO ENTERPRISE ACCELERATION KIT	\$18,700.00	14.50%	\$15,988.50
VS5-ES-EPL-AK-UG-C	UPGRADE V5 ESSENTIALS TO ENTERPRISE PLUS KIT FOR 6CPU	\$23,650.00	14.50%	\$20,220.75
VS5-ESP-STD-AK-UG-C	UPGRADE V5 ESSENTIALS PLUS TO V5 STANDARD KIT FOR 8CPU	\$7,156.00	14.50%	\$6,118.38
VS5-ESP-ENT-AK-UG-C	UPGRADE V5 ESSENTIALS PLUS TO V5 ENTERPRISE KIT FOR 6CPU	\$15,400.00	14.50%	\$13,167.00
VS5-ESP-EPL-AK-UG-C	UPGRADE V5 ESSENTIALS PLUS TO V5 ENTERPRISE PLUS FOR 6CPU	\$19,250.00	14.50%	\$16,458.75
VS5-ES-ESPL-BUN-UG-C	UPGRADE V5 ESSENTIALS TO V5 ESSENTIALS PLUS KIT	\$4,400.00	14.50%	\$3,762.00
Cisco Nexus 1000V				
CISCO-N1K-C	CISCO NEXUS 1000V VMW VS4 4 EN + 1CPU	\$695.00	14.50%	\$594.23
CISCO-N1K-G-SSS-C	BASIC SNS CISCO NEXUS 1000V VM VS4 4 ENT	\$146.00	3.50%	\$140.89
CISCO-N1K-3G-SSS-C	BASIC SNS CISCO NEXUS 1000V VM VS4 4 ENT + 3YR	\$385.44	3.50%	\$371.95
CISCO-N1K-P-SSS-C	PROD SNS CISCO NEXUS 1000V VMW VS4 4 ENT	\$174.00	3.50%	\$167.91
CISCO-N1K-3P-SSS-C	PROD SNS CISCO NEXUS 1000V VMW VS4 4 ENT + 3YR	\$459.36	3.50%	\$443.28
Cisco Nexus Bundle				
VS5-NXP-BUN-C	VSPHERE V5 ENTERPRISE PLUS WITH CISCO NEXUS 1000V BUNDLE	\$3,895.00	14.50%	\$3,330.23
VS5-NXP-BUN-G-SSS-C	BASIC SNS V5 ENTERPRISE PLUS W/ CISCO NEXUS 1000V BUNDLE FO	\$818.00	3.50%	\$789.37
VS5-NXP-BUN-3G-SSS-C	BASIC SNS V5 ENTERPRISE PLUS W/ CISCO NEXUS 1000V BUNDLE FO	\$2,159.52	3.50%	\$2,083.94
VS5-NXP-BUN-P-SSS-C	PROD SNS V5 ENTERPRISE PLUS W/ CISCO NEXUS 1000V BUNDLE FO	\$974.00	3.50%	\$939.91
VS5-NXP-BUN-3P-SSS-C	PROD SNS V5 ENTERPRISE PLUS W/ CISCO NEXUS 1000V BUNDLE FO	\$2,571.36	3.50%	\$2,481.36
VS5-N1K-UG-C	UG VSPHERE 5 ENTERPRISE TO ENTERPRISE PLUS W/CISCO NEXUS	\$795.00	14.50%	\$679.73



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HeartBeat vCenter				
VCHB-VCMS55-C	VMW VCTR SR HRTBT 6.3 1 VCTR S	\$9,995.00	14.50%	\$8,545.73
VCHB-VCMS-G-SSS-C	BASIC SNS VMW VCTR SR HRTBT 1 VCTR SR	\$2,098.95	3.50%	\$2,025.49
VCHB-VCMS-3G-SSS-C	3YR BASIC SNS VMW VCTR SR HRTBT 1 VCTR SR	\$5,541.23	3.50%	\$5,347.29
VCHB-VCMS-P-SSS-C	PROD SNS VMW VCTR SR HRTBT 1 VCTR SR	\$2,498.75	3.50%	\$2,411.29
VCHB-VCMS-3P-SSS-C	3YR PROD SNS VMW VCTR SR HRTBT 1 VCTR SR	\$6,596.70	3.50%	\$6,365.82
AppSpeed vCenter - per VM				
VC-APS-25VM-C	VCTR APPSPEED 25 VM PK	\$3,750.00	14.50%	\$3,206.25
VC-APS-25VM-G-SSS-C	SUB SUP BASIC VCTR APPSPEED 25 VM PK	\$788.00	3.50%	\$760.42
VC-APS-25VM-3G-SSS-C	3YR SUB SUP BASIC VCTR APPSPEE 25 VM PK	\$2,080.32	3.50%	\$2,007.51
VC-APS-25VM-P-SSS-C	SUB SUP PROD VCTR APPSPEED 25 VM PK	\$938.00	3.50%	\$905.17
VC-APS-25VM-3P-SSS-C	3YR SUB SUP PROD VCTR APPSPEED 25 VM PK	\$2,476.32	3.50%	\$2,389.65
Chargeback vCenter - Per VM				
VC-CB-25VM-C	VCTR CHARGEBACK 25 VM PK	\$1,250.00	14.50%	\$1,068.75
VC-CB-25VM-G-SSS-C	SUB SUP BASIC VCTR CHARGEBACK 25 VM PK	\$263.00	3.50%	\$253.80
VC-CB-25VM-3G-SSS-C	3YR SUB SUP BASIC VCTR CHARGEBACK 25 VM PK	\$694.32	3.50%	\$670.02
VC-CB-25VM-P-SSS-C	SUB SUP PROD VCTR CHARGEBACK 2 VM PK	\$313.00	3.50%	\$302.05
VC-CB-25VM-3P-SSS-C	3YR SUB SUP PROD VCTR CHARGEBACK 25 VM PK	\$826.32	3.50%	\$797.40
Capacity IQ vCenter - per VM				
VC-CIQ25-VM-C	VCENTER CAPACITYIQ 25 VM PK	\$1,875.00	14.50%	\$1,603.13
VC-CIQ25-VM-G-SSS-C	BASIC SNS VCENTER CAPACITYIQ 2 VM PK FOR 1YR	\$394.00	3.50%	\$380.21
VC-CIQ25-VM-3G-SSS-C	BASIC SNS VCENTER CAPACITYIQ 2 VM PK FOR 3YR	\$1,040.16	3.50%	\$1,003.75
VC-CIQ25-VM-P-SSS-C	PROD SNS VCENTER CAPACITYIQ 25 VM PK FOR 1YR	\$469.00	3.50%	\$452.59
VC-CIQ25-VM-3P-SSS-C	PROD SNS VCENTER CAPACITYIQ 25 VM PK FOR 3YR	\$1,238.16	3.50%	\$1,194.82
Lab Manager				
VC-VLM4-PF-C	VCTR LAB MGR 4.0 1CPU	\$1,495.00	14.50%	\$1,278.23
VC-VLM4-G-SSS-C	BASIC SUP/SUBSCRIPTIO* VMW VCT LAB MGR	\$314.00	3.50%	\$303.01
VC-VLM4-3G-SSS-C	3YR BASIC SNS VMW VCTR LAB MGR	\$828.96	3.50%	\$799.95
VC-VLM4-P-SSS-C	PROD SNS VMW VCTR LAB MGR	\$374.00	3.50%	\$360.91
VC-VLM4-3P-SSS-C	3YR PROD SNS VMW VCTR LAB MGR	\$987.36	3.50%	\$952.80
Business Production 25 pack				
VC-BPBUN-25-C	VCENTER BUSINESS PRODUCTION BUNDLE 25 PK	\$17,630.00	14.50%	\$15,073.65



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
VC-BPBUN-25-G-SSS-C	BASIC SNS VCENTER BUSINESS PRODUCTION BUNDLE 25 PK FOR 1Y	\$4,307.00	3.50%	\$4,156.26
VC-BPBUN-25-3G-SSS-C	BASIC SNS VCENTER BUSINESS PRODUCTION BUNDLE 25 PK FOR 3Y	\$11,370.48	3.50%	\$10,972.51
VC-BPBUN-25-P-SSS-C	PROD SNS VCENTER BUSINESS PRODUCTION BUNDLE 25 PK FOR 1Y	\$5,127.00	3.50%	\$4,947.56
VC-BPBUN-25-3P-SSS-C	PROD SNS VCENTER BUSINESS PRODUCTION BUNDLE 25 PK FOR 3Y	\$13,535.28	3.50%	\$13,061.55
Business Production 75 pack				
VC-BPBUN-75-C	VCENTER BUSINESS PRODUCTION BUNDLE 75 PK	\$52,890.00	14.50%	\$45,220.95
VC-BPBUN-75-G-SSS-C	BASIC SNS VCENTER BUSINESS PRODUCTION BUNDLE 75 PK FOR 1Y	\$12,921.00	3.50%	\$12,468.77
VC-BPBUN-75-3G-SSS-C	BASIC SNS VCENTER BUSINESS PRODUCTION BUNDLE 75 PK FOR 3Y	\$34,111.44	3.50%	\$32,917.54
VC-BPBUN-75-P-SSS-C	PROD SNS VCENTER BUSINESS PRODUCTION BUNDLE 75 PK FOR 1Y	\$15,381.00	3.50%	\$14,842.67
VC-BPBUN-75-3P-SSS-C	PROD SNS VCENTER BUSINESS PRODUCTION BUNDLE 75 PK FOR 3Y	\$40,605.84	3.50%	\$39,184.64
Site Recovery Manager Standard- Per VM				
VC-SRM5-25S-C	VCENTER SITE RECOVERY MANAGER STANDARD 25 VM PK	\$4,875.00	14.50%	\$4,168.13
VC-SRM5-25S-G-SSS-C	BASIC SNS FOR VCENTER SRM 5 STANDARD 25 VM PK	\$1,024.00	3.50%	\$988.16
VC-SRM5-25S-3G-SSS-C	BASIC SNS FOR VCENTER SRM 5 STANDARD 25 VM PK FOR 3YR	\$2,703.36	3.50%	\$2,608.74
VC-SRM5-25S-P-SSS-C	PROD SNS FOR VCENTER SRM 5 STANDARD 25 VM PK	\$1,219.00	3.50%	\$1,176.34
VC-SRM5-25S-3P-SSS-C	PROD SNS FOR VCENTER SRM 5 STANDARD 25 VM PK FOR 3YR	\$3,218.16	3.50%	\$3,105.52
Site Recovery Manager Enterprise- Per VM				
VC-SRM5-25E-C	VCENTER SITE RECOVERY MANAGER ENTERPRISE 25 VM PK	\$12,375.00	14.50%	\$10,580.63
VC-SRM5-25E-G-SSS-C	BASIC SNS FOR VCENTER SRM 5 5 ENTERPRISE 25 VM PK	\$2,599.00	3.50%	\$2,508.04
VC-SRM5-25E-3G-SSS-C	BASIC SNS FOR VCENTER SRM 5 ENTERPRISE 25 VM PK FOR 3YR	\$6,861.36	3.50%	\$6,621.21
VC-SRM5-25E-P-SSS-C	PROD SNS FOR VCENTER SRM 5 5 ENTERPRISE 25 VM PK	\$3,094.00	3.50%	\$2,985.71
VC-SRM5-25E-3P-SSS-C	PROD SNS FOR VCENTER SRM 5 ENTERPRISE 25 VM PK FOR 3YR	\$8,168.16	3.50%	\$7,882.27
VC-SRM5-25E-UG-C	UPGRADE VCENTER SRM 5 STANDARD TO SRM ENTERPRISE 25 VM PK	\$8,250.00	14.50%	\$7,053.75
VC-SRM5-25-2M-GSSS-C	BASIC SNS FOR VCENTER SRM 5 ENTERPRISE 25 VM PK FOR 2MO	\$433.00	3.50%	\$417.85
VC-SRM5-25-2M-PSSS-C	PROD SNS FOR VCENTER SRM 5 ENTERPRISE 25 VM PK FOR 2MO	\$516.00	3.50%	\$497.94
Cloud Director				
VC-CD-25VM-C	CLOUD DIRECTOR 25 VM PK	\$3,750.00	14.50%	\$3,206.25
VC-CD-25VM-G-SSS-C	SUB SUP BASIC CLOUD DIRECTOR 2 VM PK	\$788.00	3.50%	\$760.42
VC-CD-25VM-3G-SSS-C	3YR SUB SUP BASIC CLOUD DIRECTOR 25 VM PK	\$2,080.32	3.50%	\$2,007.51
VC-CD-25VM-P-SSS-C	SUB SUP PROD CLOUD DIRECTOR 25 VM PK	\$938.00	3.50%	\$905.17
VC-CD-25VM-3P-SSS-C	3YR SUB SUP PROD CLOUD DIRECTO 25 VM PK	\$2,476.32	3.50%	\$2,389.65
Cloud Request				
VC-RM-25VM-C	VCLOUD REQUEST MGR 25 VM PK	\$2,500.00	14.50%	\$2,137.50
VC-RM-25VM-G-SSS-C	SUB SUP VCLOUD REQUEST MGR 25 VM PK BASIC	\$525.00	3.50%	\$506.63



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VC-RM-25VM-3G-SSS-C	3YR SUB SUP V CLOUD REQUEST MGR 25 VM PK BASIC	\$1,386.00	3.50%	\$1,337.49
VC-RM-25VM-P-SSS-C	SUB SUP V CLOUD REQUEST MGR 25 VM PK PROD	\$625.00	3.50%	\$603.13
VC-RM-25VM-3P-SSS-C	3YR SUB SUP V CLOUD REQUEST MGR 25 VM PK PROD	\$1,650.00	3.50%	\$1,592.25
vCloud Solutions Bundle - expires				
VC-SOL-BUN-PRO	V CLOUD SOLUTION BNDL PROMO 25 VM PK	\$6,250.00	14.50%	\$5,343.75
VC-SOL-BUN-G-SSS-C	V CLOUD SOLUTION BNDL BASIC 1YR 25 VM PK	\$1,628.00	3.50%	\$1,571.02
VC-SOL-BUN-3G-SSS-C	V CLOUD SOLUTION BNDL BASIC 3YR 25 VM PK	\$4,297.92	3.50%	\$4,147.49
VC-SOL-BUN-P-SSS-C	V CLOUD SOLUTION BNDL PROD 1YR 25 VM PK	\$1,938.00	3.50%	\$1,870.17
VC-SOL-BUN-3P-SSS-C	V CLOUD SOLUTION BNDL PROD 3YR 25 VM PK	\$5,116.32	3.50%	\$4,937.25
vCloud Services Bundle - expires 3/15/12				
VC-SRV-BUN-PRO	V CLOUD SERVICES BNDL PROMO 300 VM PK	\$75,000.00	14.50%	\$64,125.00
VC-SRV-BUN-G-SSS-C	BASIC SNS V CLOUD SERVICES BUNDLE 300 VM FOR 1YR	\$19,530.00	3.50%	\$18,846.45
VC-SRV-BUN-3G-SSS-C	BASIC SNS V CLOUD SERVICES BUNDLE 300 VM FOR 3YR	\$51,559.20	3.50%	\$49,754.63
VC-SRV-BUN-P-SSS-C	PROD SNS V CLOUD SERVICES BUNDLE 300 VM FOR 1YR	\$23,250.00	3.50%	\$22,436.25
VC-SRV-BUN-3P-SSS-C	PROD SNS V CLOUD SERVICES BUNDLE 300 VM FOR 3YR	\$61,380.00	3.50%	\$59,231.70
vShield 5 Security				
VS-SEC-STE-C	VSHIELD 5 SECURITY BUNDLE 25 V PK	\$7,500.00	14.50%	\$6,412.50
VS-SEC-STE-G-SSS-C	BASIC SNS FOR VSHIELD SECURITY BUNDLE 25 VM PK	\$1,838.00	3.50%	\$1,773.67
VS-SEC-STE-3G-SSS-C	BASIC SNS FOR VSHIELD SECURITY BUNDLE 25 VM PK FOR 3YR	\$4,852.32	3.50%	\$4,682.49
VS-SEC-STE-P-SSS-C	PROD SNS FOR VSHIELD SECURITY BUNDLE 25 VM PK	\$2,188.00	3.50%	\$2,111.42
VS-SEC-STE-3P-SSS-C	PROD SNS FOR VSHIELD SECURITY BUNDLE 25 VM PK FOR 3YR	\$5,776.32	3.50%	\$5,574.15
vShield Endpoint				
VS-EP5-25VM-C	VSHIELD ENDPOINT 5 25 VM PK	\$1,250.00	14.50%	\$1,068.75
VS-EP5-25VM-G-SSS-C	BASIC SNS FOR VSHIELD ENDPOINT V5 25 VM PK	\$263.00	3.50%	\$253.80
VS-EP5-25VM-3G-SSS-C	BASIC SNS FOR VSHIELD ENDPOINT V5 25 VM PK FOR 3YR	\$694.32	3.50%	\$670.02
VS-EP5-25VM-P-SSS-C	PROD SNS FOR VSHIELD ENDPOINT 25 VM PK	\$313.00	3.50%	\$302.05
VS-EP5-25VM-3P-SSS-C	PROD SNS FOR VSHIELD ENDPOINT 25 VM PK FOR 3YR	\$826.32	3.50%	\$797.40
vShield Edge				
VS-EG5-25VM-C	VSHIELD EDGE 5 25 VM PK	\$3,750.00	14.50%	\$3,206.25
VS-EG5-25VM-G-SSS-C	BASIC SNS FOR VSHIELD EDGE 5 2 VM PK	\$788.00	3.50%	\$760.42
VS-EG5-25VM-3G-SSS-C	BASIC SNS FOR VSHIELD EDGE 5 2 VM PK FOR 3YR	\$2,080.32	3.50%	\$2,007.51
VS-EG5-25VM-P-SSS-C	PROD SNS FOR VSHIELD EDGE 5 25 VM PK	\$938.00	3.50%	\$905.17



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VS-EG5-25VM-3P-SSS-C	PROD SNS FOR VSHIELD EDGE 5 25 VM PK FOR 3YR	\$2,476.32	3.50%	\$2,389.65
VS-VCD-EG5-2M-GSSS-C	BASIC SNS FOR VSHIELD EDGE 5 2 VM PK FOR 2MO	\$175.00	3.50%	\$168.88
VS-VCD-EG5-2M-PSSS-C	PROD SNS FOR VSHIELD EDGE 5 25 VM PK FOR 2MO	\$208.00	3.50%	\$200.72
vShield Edge Add-on for Cloud Director				
VC-CDE25-AD-C	VSHIELD EDGE 25 VM PK ADD-ON CLOUD DIRECTOR	\$2,750.00	14.50%	\$2,351.25
VC-CDE25-AD-G-SSS-C	SUB SUP BASIC VSHIELD EDGE 25 VM PK ADD-ON CLOUD DIRECTOR	\$578.00	3.50%	\$557.77
VC-CDE25-AD-3G-SSS-C	3YR SUB SUP BASIC VSHIELD EDGE 25 VM PK ADD-ON CLOUD DIRECTOR	\$1,525.92	3.50%	\$1,472.51
VC-CDE25-AD-P-SSS-C	SUB SUP PROD VSHIELD EDGE 25 V PK ADD-ON CLOUD DIRECTOR	\$688.00	3.50%	\$663.92
VC-CDE25-AD-3P-SSS-C	3YR SUB SUP PROD VSHIELD EDGE 25 VM PK ADD-ON CLOUD DIRECTOR	\$1,816.32	3.50%	\$1,752.75
vShield App				
VS-AP5-25VM-C	VSHIELD APP 5 25 VM PK	\$3,750.00	14.50%	\$3,206.25
VS-AP5-25VM-G-SSS-C	BASIC SNS FOR VSHIELD APP 5 25 VM PK	\$788.00	3.50%	\$760.42
VS-AP5-25VM-3G-SSS-C	BASIC SNS FOR VSHIELD APP 5 25 VM PK FOR 3YR	\$2,080.32	3.50%	\$2,007.51
VS-AP5-25VM-P-SSS-C	PROD SNS FOR VSHIELD APP 5 25 VM PK	\$938.00	3.50%	\$905.17
VS-AP5-25VM-3P-SSS-C	PROD SNS FOR VSHIELD APP 5 25 VM PK FOR 3YR	\$2,476.32	3.50%	\$2,389.65
VS-AP5-2M-GSSS-C	BASIC SNS FOR VSHIELD APP 5 25 VM PK FOR 2MO	\$131.00	3.50%	\$126.42
VS-AP5-2M-PSSS-C	PROD SNS FOR VSHIELD APP 5 25 VM PK FOR 2MO	\$156.00	3.50%	\$150.54
vShield App w/Data Security				
VS-APP-BUN-C	VSHIELD APP 5 WITH DATA SECURITY 25 VM PK	\$5,000.00	14.50%	\$4,275.00
VS-APP-BUN-G-SSS-C	BASIC SNS FOR VSHIELD APP WITH DATA SECURITY 25 VM PK	\$1,051.00	3.50%	\$1,014.22
VS-APP-BUN-3G-SSS-C	BASIC SNS FOR VSHIELD APP WITH DATA SECURITY 25 VM PK FOR 3YR	\$2,774.64	3.50%	\$2,677.53
VS-APP-BUN-P-SSS-C	PROD SNS FOR VSHIELD APP WITH DATA SECURITY 25 VM PK	\$1,251.00	3.50%	\$1,207.22
VS-APP-BUN-3P-SSS-C	PROD SNS FOR VSHIELD APP WITH DATA SECURITY 25 VM PK FOR 3YR	\$3,302.64	3.50%	\$3,187.05
VS-APDS5-2M-GSSS-C	BASIC SNS FOR VSHIELD APP 5 WITH DATA SEC 25 VM PK FOR 2MO	\$175.00	3.50%	\$168.88
VS-APDS5-2M-PSSS-C	PROD SNS FOR VSHIELD APP 5 WIT DATA SEC 25 VM PK FOR 2MO	\$208.00	3.50%	\$200.72
vShield upgrades				
VS-VCD-EG5-UG-C	UPGRADE CLOUD DIRECTOR TO VSHIELD EDGE 5 25 VM PK	\$2,750.00	14.50%	\$2,351.25
VS-EP5-AP5-UG-C	UPGRADE VSHIELD ENDPOINT 5 TO VSHIELD APP 5 25 VM PK	\$2,750.00	14.50%	\$2,351.25
VS-APP-APDS-UG-C	UG VSHIELD APP 5 TO VSHIELD AP 5 WITH DATA SECURITY 25 VM PK	\$1,375.00	14.50%	\$1,175.63
VS-EP5-APDS5-UG-C	UG VSHIELD ENDPOINT TO VSHIELD APP 5 WITH DATA SECURITY 25 VM	\$4,125.00	14.50%	\$3,526.88
vCenter Operations Standard				
VC-OPSTD25-C	VCENTER OPERATIONS STANDARD 25 VM PACK	\$1,250.00	14.50%	\$1,068.75



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VC-OPSTD25-G-SSS-C	BASIC SNS VCENTER OPERATIONS STANDARD 25 VM PACK FOR 1YR	\$263.00	3.50%	\$253.80
VC-OPSTD25-3G-SSS-C	BASIC SNS VCENTER OPERATIONS STANDARD 25 VM PACK FOR 3YR	\$694.32	3.50%	\$670.02
VC-OPSTD25-P-SSS-C	PROD SNS VCENTER OPERATIONS STANDARD 25 VM PACK FOR 1YR	\$313.00	3.50%	\$302.05
VC-OPSTD25-3P-SSS-C	PROD SNS VCENTER OPERATIONS STANDARD 25 VM PACK FOR 3YR	\$826.32	3.50%	\$797.40
vCenter Operations Advanced ***Includes: Vcenter Operations STD and Cap IQ				
VC-OADV-BUN-C	VCENTER OPERATIONS ADV BNDL	\$3,125.00	14.50%	\$2,671.88
VC-OADV-BUN-G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ADV BNDL	\$657.00	3.50%	\$634.01
VC-OADV-BUN-3G-SSS-C	3YR BASIC SUP SUB VCENTER OPERATIONS ADV BNDL	\$1,734.48	3.50%	\$1,673.77
VC-OADV-BUN-P-SSS-C	PROD SUP SUB VCENTER OPERATION ADV BNDL	\$781.00	3.50%	\$753.67
VC-OADV-BUN-3P-SSS-C	3YR PROD SUP SUB VCENTER OPERATIONS ADV BNDL	\$2,061.84	3.50%	\$1,989.68
vCenter Operations Enterprise Bundle ***Includes: Vcenter Operations ENT (Standalone), Cap IQ, V				
VC-OENT-BUN-C	VCENTER OPERATIONS ENT BNDL	\$34,250.00	14.50%	\$29,283.75
VC-OENT-BUN-G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT BNDL	\$7,193.00	3.50%	\$6,941.25
VC-OENT-BUN-3G-SSS-C	3YR BASIC SUP SUB VCENTER OPERATIONS ENT BNDL	\$18,989.52	3.50%	\$18,324.89
VC-OENT-BUN-P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT BNDL	\$8,563.00	3.50%	\$8,263.30
VC-OENT-BUN-3P-SSS-C	3YR PROD SUP SUB VCENTER OPERATIONS ENT BNDL	\$22,606.32	3.50%	\$21,815.10
vCenter Operations Enterprise Standalone per managed VM				
VC-OENT-VM-C	VCCTR OPERATIONS ENT STANDALONE LIC PER MANAGED VIRTUAL MACHIN	\$125.00	14.50%	\$106.88
VC-OENT-VM-G-SSS-C	BASIC SNS VCENTER OPERATIONS ENTERPRISE STANDALONE FOR 1YR	\$26.00	3.50%	\$25.09
VC-OENT-VM-3G-SSS-C	BASIC SNS VCENTER OPERATIONS ENTERPRISE STANDALONE FOR 3YR	\$68.64	3.50%	\$66.24
VC-OENT-VM-P-SSS-C	PROD SNS VCENTER OPERATIONS ENTERPRISE STANDALONE FOR 1YR	\$31.00	3.50%	\$29.92
VC-OENT-VM-3P-SSS-C	PROD SNS VCENTER OPERATIONS ENTERPRISE STANDALONE FOR 3YR	\$81.84	3.50%	\$78.98
vCenter Enterprise Standalone per Managed System				
VC-ELMS-C	VCENTER OPERATIONS ENT STANDALONE LIC PER MNGD SYSTEM	\$500.00	14.50%	\$427.50
VC-ELMS-G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT LIC PER MNGD SY	\$105.00	3.50%	\$101.33
VC-ELMS-3G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT LIC PER MNGD SY	\$277.20	3.50%	\$267.50
VC-ELMS-P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE LIC PER MNGD SY	\$125.00	3.50%	\$120.63
VC-ELMS-3P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE LIC PER MNGD SY	\$330.00	3.50%	\$318.45
vCenter Enterprise Standalone per Networked Device				
VC-ELND-C	VCENTER OPERATIONS ENT STANDALONE LIC PER NTWK DEV	\$60.00	14.50%	\$51.30
VC-ELND-G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT LIC PER NTWK DE	\$13.00	3.50%	\$12.55
VC-ELND-3G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT PER NTWK DEV3	\$34.32	3.50%	\$33.12
VC-ELND-P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE LIC PER NTWK DE	\$15.00	3.50%	\$14.48
VC-ELND-3P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE LIC PER NTWK DE	\$39.60	3.50%	\$38.21



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vCenter Enterprise StandAlone per Terabyte Managed				
VC-ELTM-C	VCENTER OPERATIONS ENT STANDALONE LIC PER TERABYTE MN	\$750.00	14.50%	\$641.25
VC-ELTM-G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT LIC PER TERABYT	\$158.00	3.50%	\$152.47
VC-ELTM-3G-SSS-C	BASIC SUP SUB VCENTER OPERATIONS ENT LIC PER TERABYT	\$417.12	3.50%	\$402.52
VC-ELTM-P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE PER TERABYTE MN	\$188.00	3.50%	\$181.42
VC-ELTM-3P-SSS-C	PROD SUP SUB VCENTER OPERATION ENT STANDALONE PER TERABYTE MN	\$496.32	3.50%	\$478.95
vFabric Standard				
VF-STD-C	VFABRIC STANDARD LICENSED PER VM	\$1,200.00	14.50%	\$1,026.00
VF-STD-G-SSS-C	BASIC SNS VFABRIC STANDARD LICENSED PER VM FOR 1YR	\$252.00	3.50%	\$243.18
VF-STD-3G-SSS-C	BASIC SNS VFABRIC STANDARD LICENSED PER VM FOR 3YR	\$665.28	3.50%	\$642.00
VF-STD-P-SSS-C	PROD SNS VFABRIC STANDARD LICENSED PER VM FOR 1YR	\$300.00	3.50%	\$289.50
VF-STD-3P-SSS-C	PROD SNS VFABRIC STANDARD LICENSED PER VM FOR 3YR	\$792.00	3.50%	\$764.28
vFabric Advanced				
VF-ADV-C	VFABRIC ADVANCED LICENSED PER VM	\$1,800.00	14.50%	\$1,539.00
VF-ADV-G-SSS-C	BASIC SNS VFABRIC ADVANCED FOR 1YR	\$378.00	3.50%	\$364.77
VF-ADV-3G-SSS-C	BASIC SNS VFABRIC ADVANCED FOR 3YR	\$997.92	3.50%	\$962.99
VF-ADV-P-SSS-C	PROD SNS VFABRIC ADVANCED FOR 1YR	\$450.00	3.50%	\$434.25
VF-ADV-3P-SSS-C	PROD SNS VFABRIC ADVANCED FOR 3YR	\$1,188.00	3.50%	\$1,146.42
VF-STD-ADV-UG-C	UPGRADE VFABRIC STANDARD TO VFABRIC ADVANCED LICENSED PER	\$660.00	3.50%	\$636.90
VF-ADV-2M-GSSS-C	BASIC SNS VFABRIC ADVANCED FOR 2MO UG ONLY	\$63.00	3.50%	\$60.80
VF-ADV-2M-PSSS-C	PROD SNS VFABRIC STD TO VFABRI FOR 2MO UG ONLY	\$75.00	3.50%	\$72.38
Workstation				
WS8-ENG-CP	VMW WRKSTN 8 MEDIA KIT	\$49.00	0.00%	\$49.00
WS8-ENG-LW-CP	VMW WRKSTN 8 LINUX AND WNDWS RETL BOX	\$219.00	0.00%	\$219.00
WS8-LW-CE	WORKSTATION 8 FOR LINUX AND WINDOWS	\$199.00	24.50%	\$150.25
WS8-VP-10-49-C	WORKSTATION 8 LINUX AND WINDOW QTY 10-49 LICS	\$179.00	24.50%	\$135.15
WS8-VP-50-99-C	WORKSTATION 8 LINUX AND WINDOW QTY 50-99 LICS	\$159.00	24.50%	\$120.05
WS8-VP-100-249-C	WORKSTATION 8 LINUX AND WINDOWS QTY 100-249 LICS	\$139.00	24.50%	\$104.95
WS8-VP-250-999-C	WORKSTATION 8 LINUX AND WINDOW QTY 250-999 LICS	\$119.00	24.50%	\$89.85
WS8-VP-1000-C	WORKSTATION 8 LINUX AND WINDOW QTY 1000 OR MORE LICS	\$99.00	24.50%	\$74.75
WS8-UG-LW-CE	WORKSTATION 8 UG FROM V7X OR 6 FOR LINUX AND WINDOWS	\$99.00	24.50%	\$74.75
WS8-VP-10-49-UG-C	WORKSTATION 8 UG FROM V7X OR 6 LINUX AND WINDOWS QTY 10-49	\$84.50	24.50%	\$63.80
WS8-VP-50-99-UG-C	WORKSTATION 8 UG FROM V7X OR 6 LINUX AND WINDOWS QTY 50-99	\$74.50	24.50%	\$56.25
WS8-VP-100-249-UG-C	WORKSTATION 8 UG FROM V7X OR 6 LINUX AND WINDOWS QTY 100-249	\$64.50	24.50%	\$48.70



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
WS8-VP-250-999-UG-C	WORKSTATION 8 UG FROM V7X OR 6 LINUX AND WIN QTY 250-999	\$54.50	24.50%	\$41.15
WS8-VP-1000-UG-C	WORKSTATION 8 UG FROM V7X OR 6 LINUX AND WIN QTY 1000+	\$44.50	24.50%	\$33.60
WS-G-SSS-C	1YR BASIC VMW WRKSTN SNS	\$40.00	3.50%	\$38.60
WS-3G-SSS-C	3YR BASIC VMW WRKSTN SNS	\$102.00	3.50%	\$98.43
WS-P-SSS-C	1YR VMW WRKSTN PROD SNS	\$47.00	3.50%	\$45.36
WS-3P-SSS-C	3YR VMW WRKSTN PROD SNS	\$119.85	3.50%	\$115.66
Fusion				
FUS4-MKIT-CP	FUSION 4 FOR MAC OS X MEDIA KI	\$14.99	0.00%	\$14.99
FUS4-M-PRO	FUSION 4 FOR MAC OS X PROMO	\$49.99	24.50%	\$37.74
FUS4-VP-10-99-PRO	FUSION 4 QTY 10-99 LICS PROMO	\$48.99	24.50%	\$36.99
FUS4-VP-100-249-PRO	FUSION 4 QTY 100-249 LICS PROM	\$46.99	24.50%	\$35.48
FUS4-VP-250-PLUS-PRO	FUSION 4 QTY 250+ LICS PROMO	\$43.99	24.50%	\$33.21
FUS-SSS-T1-C	FUSION SNS FOR 1YR 10-99 LICENSES	\$20.00	3.50%	\$19.30
FUS-SSS-T2-C	FUSION SNS FOR 1YR 100-249 LICENSES	\$18.00	3.50%	\$17.37
FUS-SSS-T3-C	FUSION SNS FOR 1YR 250+ LICENSES	\$16.00	3.50%	\$15.44
FUS-3-SSS-T1-C	FUSION SNS FOR 3YR 10-99 LICENSES	\$60.00	3.50%	\$57.90
FUS-3-SSS-T2-C	FUSION SNS FOR 3YR 100-249 LICENSES	\$54.00	3.50%	\$52.11
FUS-3-SSS-T3-C	FUSION SNS FOR 3YR 250+ LICENSES	\$48.00	3.50%	\$46.32
FUS-SUP-1PAK	FUSION PER INCIDENT SUPPORT PHONE OR E-MAIL 1 INCIDENT W/I	\$29.99	3.50%	\$28.94
FUS-SUP-3PAK	FUSION PER INCIDENT SUPPORT PHONE OR E-MAIL 3 INCIDENT W/I	\$79.99	3.50%	\$77.19
FUS-SUP-5PAK	FUSION PER INCIDENT SUPPORT PHONE OR E-MAIL 5 INCIDENT W/I	\$121.99	3.50%	\$117.72
Ace				
ACE2-STR-ENG-W-C	VMW ACE 2 ST KIT ENG & JPNS 1 WRKSTN 7 WNDWS ESD W/ ACE OP	\$999.00	14.50%	\$854.15
ACE2-STR-G-SSS-C	BASIC SNS VMW ACE 2 ST KIT WNDWS	\$250.00	3.50%	\$241.25
ACE2-STR-G-SSS-3YR-C	3YR BASIC SNS VMW ACE 2 ST KIT WNDWS	\$660.00	3.50%	\$636.90
ACE2-STR-P-SSS-C	PROD SNS VMW ACE 2 ST KIT WNDW	\$298.00	3.50%	\$287.57
ACE2-STR-P-SSS-3YR-C	3YR PROD SNS VMW ACE 2 ST KIT WNDWS	\$786.72	3.50%	\$759.18
ACE2-STD-ENG-W-C	VMW ACE 2 STD KIT ENG & JPNS 1 WRKSTN 7 WNDWS ESD W/ ACE OP	\$4,999.00	14.50%	\$4,274.15
ACE2-STD-G-SSS-C	BASIC SNS VMW ACE 2 STD KIT WNDWS	\$1,049.79	3.50%	\$1,013.05
ACE2-STD-G-SSS-3YR-C	3YR BASIC SNS VMW ACE 2 STD KIT WNDWS	\$2,771.45	3.50%	\$2,674.45
ACE2-STD-P-SSS-C	PROD SNS VMW ACE 2 STD KIT WNDWS	\$1,249.75	3.50%	\$1,206.01
ACE2-STD-P-SSS-3YR-C	3YR PROD SNS VMW ACE 2 STD KIT WNDWS	\$3,299.34	3.50%	\$3,183.86
ACE2-ENT-ENG-W-C	VMW ACE 2 ENT KIT ENG & JPNS 2 WRKSTN 7 WNDWS ESD W/ ACE OP	\$15,999.00	14.50%	\$13,679.15
ACE2-ENT-G-SSS-C	BASIC SNS VMW ACE 2 ENT KIT WNDWS	\$3,359.79	3.50%	\$3,242.20



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
ACE2-ENT-G-SSS-3YR-C	3YR BASIC SNS VMW ACE 2 ENT KIT WNDWS	\$8,869.85	3.50%	\$8,559.41
ACE2-ENT-P-SSS-C	PROD SNS VMW ACE 2 ENT KIT WNDWS	\$3,999.75	3.50%	\$3,859.76
ACE2-ENT-P-SSS-3YR-C	3YR PROD SNS VMW ACE 2 ENT KIT WNDWS	\$10,559.34	3.50%	\$10,189.76
ACE2-CLIENT	VMW ACE 2 CLNT LIC WNDWS OR LINUX ESD-ENG & JPNS	\$99.00	14.50%	\$84.65
ACE2-CLIENT-G-SSS-C	BASIC SNS VMW ACE 2 CLNT LIC	\$20.79	3.50%	\$20.06
ACE2CLIENTGSSSS3YRC	3YR BASIC SNS VMW ACE 2 CLNT LIC	\$53.01	3.50%	\$51.15
ACE2-CLIENT-P-SSS-C	PROD SNS VMW ACE 2 CLNT LIC	\$24.75	3.50%	\$23.88
ACE2CLIENTPSSSS3YRC	3YR PROD SNS VMW ACE 2 CLNT LIC	\$63.11	3.50%	\$60.90
ACE2B-VOL-KEY-ADD	VMW ACE 2 VOL LICNG KEY ADTV LIC	\$80.00	14.50%	\$68.40
ACE2-VOL-KEY-G-SSS-C	BASIC SNS VMW ACE 2 VOL LICNG KEY	\$16.80	3.50%	\$16.21
ACE2VOLKEYGSSSS3YRC	3YR BASIC SNS VMW ACE 2 VOL LICNG KEY	\$42.84	3.50%	\$41.34
ACE2-VOL-KEY-P-SSS-C	PROD SNS VMW ACE 2 VOL LICNG KEY	\$20.00	3.50%	\$19.30
ACE2VOLKEYPSSSS3YRC	3YR PROD SNS VMW ACE 2 VOL LICNG KEY	\$51.00	3.50%	\$49.22
ACE2-MGMT-SVR	VMW ACE 2 MGT SR WNDWS LINUX O VIRTUAL APPL 1 VMW ACE M	\$999.00	14.50%	\$854.15
ACE2-MGMT-G-SSS-C	BASIC SNS VMW ACE 2 MGT SR	\$209.79	3.50%	\$202.45
ACE2MGMTGSSSS3YRC	3YR BASIC SNS VMW ACE 2 MGT SR	\$534.96	3.50%	\$516.24
ACE2-MGMT-P-SSS-C	PROD SNS VMW ACE 2 MGT SR	\$249.75	3.50%	\$241.01
ACE2MGMTTPSSSS3YRC	3YR PROD SNS VMW ACE 2 MGT SR	\$636.86	3.50%	\$614.57
ThinApp Suite				
THIN4-ENG-CP	MEDIA KIT VMW THINAPP	\$39.00	0.00%	\$39.00
THIN4-STE-C	VMW THINAPP 4 SUITE	\$5,000.00	14.50%	\$4,275.00
THIN4-STE-G-SSS-C	BASIC SNS THINAPP 4 SUITE	\$1,050.00	3.50%	\$1,013.25
THIN4-STE-3G-SSS-C	3YR BASIC SNS THINAPP 4 SUITE	\$2,772.00	3.50%	\$2,674.98
THIN4-STE-P-SSS-C	PROD SNS THINAPP 4SUITE	\$1,250.00	3.50%	\$1,206.25
THIN4-STE-3P-SSS-C	3YR PROD SNS THINAPP 4 SUITE	\$3,300.00	3.50%	\$3,184.50
ThinApp Client				
THIN-100PK-C	THINAPP 4.X CLIENT LICENCE 100 PK	\$1,900.00	14.50%	\$1,624.50
THIN-100PK-G-SSS-C	BASIC SNS THINAPP 4.X CLIENT LICENSE 100 PK FOR 1YR	\$399.00	3.50%	\$385.04
THIN-100PK-3G-SSS-C	BASIC SNS THINAPP 4.X CLIENT LICENSE 100 PK FOR 3YR	\$1,053.36	3.50%	\$1,016.49
THIN-100PK-P-SSS-C	PROD SNS THINAPP 4.X CLIENT LICENSE 100 PK FOR 1YR	\$475.00	3.50%	\$458.38
THIN-100PK-3P-SSS-C	PROD SNS THINAPP 4.X CLIENT LICENSE 100 PK FOR 3YR	\$1,254.00	3.50%	\$1,210.11
ThinApp Upgrades				
VU4-THIN-PR-100-UG-C	UPG 100PK VMW THINAPP4 SUITE VIEW4 PREMIER BUNDLE	\$20,000.00	24.50%	\$15,100.00
VU4-TPRO-PR-STR-UG-C	UPG VMW THINAPP NEW YR BUNDLE VIEW 4 PREMIER BUNDLE STRTR KI	\$400.00	24.50%	\$302.00



<u>Manufacture Number</u>	<u>Product</u>	<u>MSRP</u>	<u>DIR Discount</u>	<u>DIR Cost</u>
ThinApp Client View add on's				
VU4-THINCLA-C	THINAPP CLIENT LICs VIEW PREMIER4 ADDON	\$150.00	24.50%	\$113.25
VU4-THINCLA-G-SSS-C	1YR BASIC SUB SUP THINAPP CLIENT LICs VIEW PREMIER4 ADDO	\$44.00	3.50%	\$42.46
VU4-THINCLA-3G-SSS-C	3YR BASIC SUB SUP THINAPP CLIENT LICs VIEW PREMIER4 ADDO	\$112.20	3.50%	\$108.27
VU4-THINCLA-P-SSS-C	1YR PROD SUB SUP THINAPP CLIEN LICs VIEW PREMIER4 ADDON	\$53.00	3.50%	\$51.15
VU4-THINCLA-3P-SSS-C	3YR PROD SUB SUP THINAPP CLIEN LICs VIEW PREMIER4 ADDON	\$135.15	3.50%	\$130.42
View Enterprise				
VU5-EN-STR-C	VIEW 5 FOR ENTERPRISE BUNDLE STARTER KIT	\$1,500.00	24.50%	\$1,132.50
VU5-EN-STR-G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE STARTER KIT FOR 1YR	\$315.00	3.50%	\$303.98
VU5-EN-STR-3G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE STARTER KIT FOR 3YR	\$831.60	3.50%	\$802.49
VU5-EN-STR-P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE STARTER KIT FOR 1YR	\$375.00	3.50%	\$361.88
VU5-EN-STR-3P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE STARTER KIT FOR 3YR	\$990.00	3.50%	\$955.35
VU5-EN-10-C	VIEW 5 ENTERPRISE BUNDLE 10PK	\$1,500.00	24.50%	\$1,132.50
VU5-EN-10-G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 10PK FOR 1YR	\$315.00	3.50%	\$303.98
VU5-EN-10-3G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 10PK FOR 3YR	\$831.60	3.50%	\$802.49
VU5-EN-10-P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 10PK FOR 1YR	\$375.00	3.50%	\$361.88
VU5-EN-10-3P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 10PK FOR 3YR	\$990.00	3.50%	\$955.35
VU5-EN-10-2M-GSSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 10PK FOR 2MO	\$52.50	3.50%	\$50.66
VU5-EN-10-2M-PSSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 10PK FOR 2MO	\$62.50	3.50%	\$60.31
VU5-EN-100-C	VIEW 5 ENTERPRISE BUNDLE 100PK	\$15,000.00	24.50%	\$11,325.00
VU5-EN-100-G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 100PK FOR 1YR	\$3,150.00	3.50%	\$3,039.75
VU5-EN-100-3G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 100PK FOR 3YR	\$8,316.00	3.50%	\$8,024.94
VU5-EN-100-P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 100PK FOR 1YR	\$3,750.00	3.50%	\$3,618.75
VU5-EN-100-3P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 100PK FOR 3YR	\$9,900.00	3.50%	\$9,553.50
VU5-EN-100-2M-GSSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS BUNDLE 100PK FOR 2MO	\$525.00	3.50%	\$506.63
VU5-EN-100-2M-PSSS-C	PROD SNS FOR VIEW 5 ENTERPRISE BUNDLE 100PK FOR 2MO	\$625.00	3.50%	\$603.13
View Enterprise Add-on's (Cannot be purchased if end-user owns View starter kit or any view bundle)				
VU5-EN-A10-C	VIEW 5 ENTERPRISE ADDON 10PK	\$900.00	24.50%	\$679.50
VU5-EN-A10-G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS ADDON 10PK FOR 1YR	\$189.00	3.50%	\$182.39
VU5-EN-A10-3G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS ADDON 10PK FOR 3YR	\$498.96	3.50%	\$481.50
VU5-EN-A10-P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE ADDON 10PK FOR 1YR	\$225.00	3.50%	\$217.13
VU5-EN-A10-3P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE ADDON 10PK FOR 3YR	\$594.00	3.50%	\$573.21
VU5-EN-A100-C	VIEW 5 FOR ENTERPRISE ADDON 100PK	\$9,000.00	24.50%	\$6,795.00
VU5-EN-A100-G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS ADDON 100PK FOR 1YR	\$1,890.00	3.50%	\$1,823.85



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
VU5-EN-A100-3G-SSS-C	BASIC SNS FOR VIEW 5 ENTERPRIS ADDON 100PK FOR 3YR	\$4,989.60	3.50%	\$4,814.96
VU5-EN-A100-P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE ADDON 100PK FOR 1YR	\$2,250.00	3.50%	\$2,171.25
VU5-EN-A100-3P-SSS-C	PROD SNS FOR VIEW 5 ENTERPRISE ADDON 100PK FOR 3YR	\$5,940.00	3.50%	\$5,732.10
View Premier				
VU5-PR-STR-C	VIEW 5 PREMIER BUNDLE STARTER KIT	\$2,500.00	24.50%	\$1,887.50
VU5-PR-STR-G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE STARTER KIT FOR 1YR	\$525.00	3.50%	\$506.63
VU5-PR-STR-3G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE STARTER KIT FOR 3YR	\$1,386.00	3.50%	\$1,337.49
VU5-PR-STR-P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE STARTER KIT FOR 1YR	\$625.00	3.50%	\$603.13
VU5-PR-STR-3P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE STARTER KIT FOR 3YR	\$1,650.00	3.50%	\$1,592.25
VU5-PR-10-C	VIEW 5 PREMIER BUNDLE 10PK	\$2,500.00	24.50%	\$1,887.50
VU5-PR-10-G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 10PK FOR 1YR	\$525.00	3.50%	\$506.63
VU5-PR-10-3G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 10PK FOR 3YR	\$1,386.00	3.50%	\$1,337.49
VU5-PR-10-P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 10PK BUNDLE FOR 1YR	\$625.00	3.50%	\$603.13
VU5-PR-10-3P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 10PK FOR 3YR	\$1,650.00	3.50%	\$1,592.25
VU5-PR-10-2M-GSSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 10PK FOR 2MO	\$52.50	3.50%	\$50.66
VU5-PR-10-2M-PSSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 10PK FOR 2MO	\$62.50	3.50%	\$60.31
VU5-PR-100-C	VIEW 5 PREMIER BUNDLE 100PK	\$25,000.00	24.50%	\$18,875.00
VU5-PR-100-G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 1YR	\$5,250.00	3.50%	\$5,066.25
VU5-PR-100-3G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 3YR	\$13,860.00	3.50%	\$13,374.90
VU5-PR-100-P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 1YR	\$6,250.00	3.50%	\$6,031.25
VU5-PR-100-3P-SSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 3YR	\$16,500.00	3.50%	\$15,922.50
VU5-PR-100-2M-GSSS-C	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 2MO	\$525.00	3.50%	\$506.63
VU5-PR-100-2M-PSSS-C	PROD SNS FOR VIEW 5 PREMIER BUNDLE 100PK FOR 2MO	\$625.00	3.50%	\$603.13
View premier Add-on's (Cannot be purchased if end-user owns View starter kit or any view bundle w/				
VU5-PR-A10-C	VIEW 5 PREMIER ADDON 10PK	\$1,900.00	24.50%	\$1,434.50
VU5-PR-A10-G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER ADDON 10PK FOR 1YR	\$399.00	3.50%	\$385.04
VU5-PR-A10-3G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER ADDON 10PK FOR 3YR	\$1,053.36	3.50%	\$1,016.49
VU5-PR-A10-P-SSS-C	PROD SNS FOR VIEW 5 PREMIER ADDON 10PK FOR 1YR	\$475.00	3.50%	\$458.38
VU5-PR-A10-3P-SSS-C	PROD SNS FOR VIEW 5 PREMIER ADDON 10PK FOR 3YR	\$1,254.00	3.50%	\$1,210.11
VU5-PR-A100-C	VIEW 5 PREMIER ADDON 100PK	\$19,000.00	24.50%	\$14,345.00
VU5-PR-A100-G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER ADDON 100PK FOR 1YR	\$3,990.00	3.50%	\$3,850.35
VU5-PR-A100-3G-SSS-C	BASIC SNS FOR VIEW 5 PREMIER ADDON 100PK FOR 3YR	\$10,533.60	3.50%	\$10,164.92
VU5-PR-A100-P-SSS-C	PROD SNS FOR VIEW 5 PREMIER ADDON 100PK FOR 1YR	\$4,750.00	3.50%	\$4,583.75
VU5-PR-A100-3P-SSS-C	PROD SNS FOR VIEW 5 PREMIER ADDON 100PK FOR 3YR	\$12,540.00	3.50%	\$12,101.10



Manufacture Number	Product	MSRP	DIR Discount	DIR Cost
View Upgrades				
VU5-ENT-PR-10-UG-C	UPGRADE VIEW 5 ENTERPRISE TO PREMIER UPGRADE 10PK	\$1,000.00	24.50%	\$755.00
VU5-ENT-PR-100-UG-C	UPGRADE VIEW 5 ENTERPRISE TO PREMIER UPGRADE 100PK	\$10,000.00	24.50%	\$7,550.00
VU5-EN-10-UG-C	UG VIEW 5 ENTERPRISE ADDON 10PK TO VIEW 5 ENTERPRISE BUND	\$700.00	24.50%	\$528.50
VU5-EN-100-UG-C	UG VIEW 5 ENTERPRISE ADDON 100PK TO VIEW 5 ENT BUNDLE 100	\$7,000.00	24.50%	\$5,285.00
VU5-PR-10-UG-C	UG VIEW 5 PREMIER ADDON 10PK VIEW 5 PREMIER BUNDLE 10 PK	\$700.00	24.50%	\$528.50
VU5-PR-100-UG-C	UPGRADE VIEW 5 PREMIER ADDON 100PK VIEW 5 PREMIER BUNDLE 10	\$7,000.00	24.50%	\$5,285.00
View 5 Premier Bundle				
VU5-P500-PRO	VIEW 5 PREMIER BUNDLE 500PK PROMO	\$93,750.00	24.50%	\$70,781.25
VU5-P500-G-SSS-PRO	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 500PK FOR 1YR	\$19,688.00	3.50%	\$18,998.92
VU5-P500-3G-SSS-PRO	BASIC SNS FOR VIEW 5 PREMIER BUNDLE 500PK FOR 3YR	\$51,976.32	3.50%	\$50,157.15
VU5-P500-P-SSS-PRO	PROD SNS FOR VIEW 5 PREMIER BUNDLE 500PK FOR 1YR	\$23,438.00	3.50%	\$22,617.67
VU5-P500-3P-SSS-PRO	PROD SNS FOR VIEW 5 PREMIER BUNDLE 500PK FOR 3YR	\$61,876.32	3.50%	\$59,710.65
vSphere Dekstop				
VS5-DT100VM-C	VSPHERE DESKTOP 100 VM PACK	\$6,500.00	14.50%	\$5,557.50
VS5-DT100VM-G-SSS-C	BASIC SNS DESKTOP 100 VM PACK FOR 1YR	\$1,365.00	3.50%	\$1,317.23
VS5-DT100VM-3G-SSS-C	BASIC SNS DESKTOP 100 VM PACK FOR 3YR	\$3,603.60	3.50%	\$3,477.47
VS5-DT100VM-P-SSS-C	PROD SNS DESKTOP 100 VM PACK FOR 1YR	\$1,625.00	3.50%	\$1,568.13
VS5-DT100VM-3P-SSS-C	PROD SNS DESKTOP 100 VM PACK FOR 3YR	\$4,290.00	3.50%	\$4,139.85
VPN Classes				
VPND-VSDESIGN	3DAY VSPHERE DESIGN WORKSHOP	\$2,295.00	24.50%	\$1,732.73
VPND-MDS	3DAY VMWARE MANAGE FOR DESIGN SECURITY TRAINING	\$2,275.00	24.50%	\$1,717.63
VPND-MFP	3DAY VMWARE MANAGING FOR PERFORMANCE TRAINING	\$1,676.50	24.50%	\$1,265.76
VPND-VSICM5	VMWARE VSPHERE 5: INSTALL CONFIGURE MANAGE 5DAY TRAINING	\$3,500.00	24.50%	\$2,642.50
VPND-VSWN5	VMWARE VSPHERE 5 WHATS NEW CLASS 2DAY TRAINING	\$1,500.00	24.50%	\$1,132.50
VPND-VSAT	4DAY VSPHERE 4 TROUBLESHOOTING VPN DYNAMICS	\$2,995.00	24.50%	\$2,261.23
VPND-O-VVICM	4DAY VMWARE VIEW 4.5 INSTALL CFG & MANAGE TRAINING	\$2,995.00	24.50%	\$2,261.23
vSphere 5.0 Classes				
EDU-VSICM5-OE	VSPHERE 5.0 INSTALL CONFIGURE MANAGE OPEN ENROLLMENT	\$3,495.00	14.50%	\$2,988.23
EDU-VSICM5-OS	VSPHERE 5.0 INSTALL CONFIGURE MANAGE ONSITE	\$31,250.00	14.50%	\$26,718.75
EDU-VSICM5-XP	VSPHERE 5.0 INSTALL CONFIGURE MANAGE EXTRA PERSON	\$3,125.00	14.50%	\$2,671.88
EDU-VSWN5-OE	VSPHERE 5.0 WHATS NEW OPEN ENROLLMENT	\$1,495.00	14.50%	\$1,278.23
EDU-VSWN5-OS	VSPHERE 5.0 WHATS NEW ONSITE	\$12,500.00	14.50%	\$10,687.50
EDU-VSWN5-XP	VSPHERE 5.0 WHATS NEW EXTRA PERSON	\$1,250.00	14.50%	\$1,068.75