



<u>Manufacture Number</u>	<u>Product</u>	<u>MSRP</u>	<u>DIR</u>	
			<u>Discount</u>	<u>DIR Cost</u>
Academic Workstation				
WS7-VP-1-9-A	Vmware Workstation 7 (1-9 Licenses)	\$189.00	40.75%	\$111.98
WS7-VP-10-49-A	Vmware Workstation 7 (10-49 Licenses)	\$169.00	40.75%	\$100.13
WS7-VP-50-99-A	Vmware Workstation 7 (50-99 Licenses)	\$149.00	40.75%	\$88.28
WS7-VP-100-249-A	Vmware Workstation 7 (100-249 Licenses)	\$129.00	40.75%	\$76.43
WS7-VP-250-999-A	Vmware Workstation 7 (250-999 Licenses)	\$109.00	40.75%	\$64.58
WS7-VP-1000-A	Vmware Workstation 7 (1000+ Licenses)	\$89.00	40.75%	\$52.73
WS7-VP-1-9-UG-A	Vmware Workstation 7 (1-9 Licenses) Upgrade	\$99.00	40.75%	\$58.66
WS7-VP-10-49-UG-A	Vmware Workstation 7 (10-49 Licenses) Upgrade	\$84.50	40.75%	\$50.07
WS7-VP-50-99-UG-A	Vmware Workstation 7 (50-99 Licenses) Upgrade	\$74.50	40.75%	\$44.14
WS7-VP-100-249-UG-A	Vmware Workstation 7 (100-249 Licenses) Upgrade	\$64.50	40.75%	\$38.22
WS7-VP-250-999-UG-A	Vmware Workstation 7 (250-999 Licenses) Upgrade	\$54.50	40.75%	\$32.29
WS7-VP-1000-UG-A	Vmware Workstation 7 (1000+ Licenses) Upgrade	\$44.50	40.75%	\$26.37
WS-S-SSS-A	Workstation Silver Support	\$34.00	3.50%	\$32.81
WS-2S-SSS-A	Workstation Silver Support for 2 Yrs	\$63.24	3.50%	\$61.03
WS-3S-SSS-A	Workstation Silver Support for 3 Yrs	\$86.70	3.50%	\$83.67
WS-G-SSS-A	Workstation Gold Support	\$40.00	3.50%	\$38.60
WS-2G-SSS-A	Workstation Gold Support for 2 Yrs	\$74.40	3.50%	\$71.80
WS-3G-SSS-A	Workstation Gold Support for 3 Yrs	\$102.00	3.50%	\$98.43
WS-P-SSS-A	Workstation Platinum Support	\$47.00	3.50%	\$45.36
WS-2P-SSS-A	Workstation Platinum Support for 2 Yrs	\$87.42	3.50%	\$84.36
WS-3P-SSS-A	Workstation Platinum Support for 3 Yrs	\$119.85	3.50%	\$115.66
FUSION				
FUS3-VP-1-9-A	Fusion 3 (1-9 Licenses)	\$79.99	40.75%	\$47.39
FUS3-VP-10-49-A	Fusion 3 (10-49 Licenses)	\$69.99	40.75%	\$41.47
FUS3-VP-50-99-A	Fusion 3 (50-99 Licenses)	\$64.99	40.75%	\$38.51
FUS3-VP-100-249-A	Fusion 3 (100-249 Licenses)	\$59.99	40.75%	\$35.54
FUS3-VP-250-999-A	Fusion 3 (250-999 Licenses)	\$51.99	40.75%	\$30.80
FUS3-VP-1000-A	Fusion 3 (1000+ Licenses)	\$45.99	40.75%	\$27.25
Academic ACE				
ACE2-STR-ENG-W-A	ACAD LISH ACE 2 STARTER KIT	\$999.00	40.75%	\$591.91
ACE2-STR-G-SSS-A	ACAD GOLD SNS FOR ACE2-STR-ENG-W-A	\$250.00	3.50%	\$241.25
ACE2-STR-G-SSS-2YR-A	ACAD 2YR PLATINUM SNS FOR ACE2-STR-ENG-W-A	\$465.00	3.50%	\$448.73
ACE2-STR-G-SSS-3YR-A	ACAD 3YR PLATINUM SNS FOR ACE2-STR-ENG-W-A	\$637.50	3.50%	\$615.19
ACE2-STD-ENG-W-A	ACAD LISH ACE 2 STD KIT	\$4,999.00	3.50%	\$4,824.04
ACE2-STD-G-SSS-A	ACAD GOLD ACE STD KIT WIN SNS	\$1,049.79	3.50%	\$1,013.05
ACE2-STD-G-SSS-2YR-A	ACAD 2YR GOLD ACE STD KIT WIN SNS	\$1,952.61	3.50%	\$1,884.27
ACE2-STD-G-SSS-3YR-A	ACAD 3YR GOLD ACE STD KIT WIN SNS	\$2,676.96	3.50%	\$2,583.27



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ACE2-STD-P-SSS-A	ACAD ACE STD KIT WIN SNS SNS	\$1,249.75	3.50%	\$1,206.01
ACE2-STD-P-SSS-2YR-A	ACAD 2YR ACE STD KIT WIN SNS PUM SNS	\$2,324.54	3.50%	\$2,243.18
ACE2-STD-P-SSS-3YR-A	ACAD 3YR ACE STD KIT WIN SNS PUM SNS	\$3,186.86	3.50%	\$3,075.32
ACE2-ENT-ENG-W-A	ACAD LISH ACE 2 ENT KIT	\$15,999.00	40.75%	\$9,479.41
ACE2-ENT-G-SSS-A	ACAD GOLD SUB SUP ACE ENT KIT WIN	\$3,359.79	3.50%	\$3,242.20
ACE2-ENT-G-SSS-2YR-A	ACAD 2YR GOLD ACE ENT KIT WIN SNS	\$6,249.21	3.50%	\$6,030.49
ACE2-ENT-G-SSS-3YR-A	ACAD 3YR GOLD ACE ENT KIT WIN SNS	\$8,567.46	3.50%	\$8,267.60
ACE2-ENT-P-SSS-A	ACAD ACE ENT KIT WIN SNS SNS	\$3,999.75	3.50%	\$3,859.76
ACE2-ENT-P-SSS-2YR-A	ACAD 2YR ACE ENT KIT WIN SNS PUM SNS	\$7,439.54	3.50%	\$7,179.16
ACE2-ENT-P-SSS-3YR-A	ACAD 3YR ACE ENT KIT WIN SNS PUM SNS	\$10,199.36	3.50%	\$9,842.38
ACE2-VOL-KEY-ADD-A	ACAD VOLUME LICENSING KEY ADDITIVE LICENSES	\$80.00	40.75%	\$47.40
ACE2-VOL-KEY-G-SSS-A	ACAD GOLD SUB SUP VOL LIC KEY	\$16.80	3.50%	\$16.21
ACE2-VOL-KEY-G-SSS-2YR-A	ACAD 2YR GOLD VOL LIC KEY SNS	\$31.25	3.50%	\$30.16
ACE2-VOL-KEY-G-SSS-3YR-A	ACAD 3YR GOLD VOL LIC KEY SNS	\$42.84	3.50%	\$41.34
ACE2-VOL-KEY-P-SSS-A	ACAD VOL LIC KEY SNS	\$20.00	3.50%	\$19.30
ACE2-VOL-KEY-P-SSS-2YR-A	ACAD 2YR VOL LIC KEY SNS SNS	\$37.20	3.50%	\$35.90
ACE2-VOL-KEY-P-SSS-3YR-A	ACAD 3YR VOL LIC KEY SNS SNS	\$51.00	3.50%	\$49.22
ACE2-MGMT-SVR-A	ACAD ACE MGMT SVR WIN LINUX OR VIRTUAL APP	\$999.00	40.75%	\$591.91
ACE2-MGMT-G-SSS-A	ACAD GOLD SUB SUP ACE MGMT SVR	\$209.79	3.50%	\$202.45
ACE2-MGMT-G-SSS-2YR-A	ACAD 2YR GOLD ACE MGMT SVR SNS	\$390.21	3.50%	\$376.55
ACE2-MGMT-G-SSS-3YR-A	ACAD 3YR GOLD ACE MGMT SVR SNS	\$534.96	3.50%	\$516.24
ACE2-MGMT-P-SSS-A	ACAD ACE MGMT SVR SNS	\$249.75	3.50%	\$241.01
ACE2-MGMT-P-SSS-2YR-A	ACAD 2YR ACE MGMT SVR SNS SNS	\$464.54	3.50%	\$448.28
ACE2-MGMT-P-SSS-3YR-A	ACAD 3YR ACE MGMT SVR SNS SNS	\$636.86	3.50%	\$614.57
ACE2-CLIENT-A	ACE2 CLIENT LIC WIN OR LINUX VPP BAND A	\$99.00	40.75%	\$58.66
ACE2-CLIENT-G-SSS-A	ACAD GOLD SNS FOR ACE2-CLIENT-	\$12.47	3.50%	\$12.03
ACE2-CLIENT-G-SSS-2YR-A	ACAD 2YR GOLD SNS ACE2-CLIENT-	\$38.67	3.50%	\$37.32
ACE2-CLIENT-G-SSS-3YR-A	ACAD 3YR GOLD SNS ACE2-CLIENT-	\$53.01	3.50%	\$51.15
ACE2-CLIENT-P-SSS-A	ACAD PLAT SNS ACE 2 CLIENT LICENSE	\$24.75	3.50%	\$23.88
ACE2-CLIENT-P-SSS-2YR-A	ACAD 2YR PLAT SNS ACE 2 CLIENT LICENSE	\$46.04	3.50%	\$44.43
ACE2-CLIENT-P-SSS-3YR-A	ACAD 3YR PLAT SNS ACE 2 CLIENT LICENSE	\$63.11	3.50%	\$60.90
Academic VMware Server				
VMS-VCMS-A	ACADEMIC VMWARE VCMS 1 FOR VMS PRICED PER VC APPLICATION INST	\$1,000.00	40.75%	\$592.50
VMS-VCMS-G-SSS-A	ACAD GOLD SNS VCMS FOR VMWARE SERVER	\$650.00	3.50%	\$627.25
VMS-VCMS-G-SSS-2 YR-A	ACAD 2YR GOLD SNS VCMS FOR VMWARE SERVER	\$1,209.00	3.50%	\$1,166.69
VMS-VCMS-G-SSS-3 YR-A	ACAD 3YR GOLD SNS VCMS FOR VMWARE SERVER	\$1,657.50	3.50%	\$1,599.49
VMS-VCMS-P-SSS-A	ACAD PLATINUM SNS VCMS FOR VMWARE SERVER	\$795.00	3.50%	\$767.18
VMS-VCMS-P-SSS-2YR-A	ACAD 2 YR PLATINUM SNS VCMS FOR VMWARE SERVER	\$1,478.70	3.50%	\$1,426.95



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VMS-VCMS-P-SSS-3YR-A	ACAD 3YR PLATINUM SNS VCMS FOR VMWARE SERVER	\$2,027.25	3.50%	\$1,956.30
VMS-VCA-2U-A	ACADEMIC VMWARE VCA 1 FOR VMS CPU ADDITIVE LICENSES	\$400.00	40.75%	\$237.00
VMS-VCA-G-SSS-2U-A	ACAD GOLD SNS VCA 1 FOR VMWARE SERVER 2 PROCESSOR	\$84.00	3.50%	\$81.06
VMS-VCA-G-SSS-2U-2YR-A	ACAD 2YR GOLD SNS VCA 1 FOR VMWARE SERVER 2 PROCESSOR	\$156.24	3.50%	\$150.77
VMS-VCA-G-SSS-2U-3YR-A	ACAD 3YR GOLD SNS VCA 1 FOR VMWARE SERVER 2 PROCESSOR	\$214.20	3.50%	\$206.70
VMS-VCA-P-SSS-2U-A	ACAD PLATINUM SNS VCA 1 FOR VMWARE SERVER 2 PROCESSOR	\$100.00	3.50%	\$96.50
VMS-VCA-P-SSS-2U-2YR-A	ACAD 2YR PLATINUM SNS VCA 1 FO VMWARE SERVER 2 PROC	\$186.00	3.50%	\$179.49
VMS-VCA-P-SSS-2U-3YR-A	ACAD 3YR PLATINUM SNS VCA 1 FO VMWARE SERVER 2 PROCESSOR	\$255.00	3.50%	\$246.08
VMS-VCA-4U-A	ACADEMIC VMWARE VCA 1 FOR VMS CPU ADDITIVE LICENSES	\$800.00	40.75%	\$474.00
VMS-VCA-G-SSS-4U-A	ACAD GOLD SNS VCA 1 FOR VMWARE SERVER 4 PROC	\$168.00	3.50%	\$162.12
VMS-VCA-G-SSS-4U-2YR-A	ACAD 2YR GOLD SNS VCA 1 FOR VMWARE SERVER 4 PROCESSOR	\$312.48	3.50%	\$301.54
VMS-VCA-G-SSS-4U-3YR-A	ACAD 3YR GOLD SNS VCA 1 FOR VMWARE SERVER 4 PROC	\$428.40	3.50%	\$413.41
VMS-VCA-P-SSS-4U-A	ACAD PLATINUM SNS VCA 1 FOR VMWARE SERVER 4 PROCESSOR	\$200.00	3.50%	\$193.00
VMS-VCA-P-SSS-4U-2YR-A	ACAD 2YR PLATINUM SNS VCA 1 FO VMWARE SERVER 4 PROCESSOR	\$372.00	3.50%	\$358.98
VMS-VCA-P-SSS-4U-3YR-A	ACAD 3 YR PLATINUM SNS VCA 1 FOR VMWARE SERVER 4 PROCESSOR	\$510.00	3.50%	\$492.15
VMS-VCA-1-SUP-A	ACAD SUP INCIDENT VMWARE VC & VCA WEB-BASED	\$150.00	3.50%	\$144.75
VMS-VCA-3-SUP-A	ACAD SUP 3 INCIDENTS VMWARE VC & VCA WEB-BASED	\$375.00	3.50%	\$361.88
VMS-VCA-5-SUP-A	ACAD SUP 5 INCIDENTS VMWARE VC & VCA WEB-BASED	\$500.00	3.50%	\$482.50
vSphere 4.0				
ESXi Upgrades				
VS4-ESXi-STD-UG-A	ACAD UPG ESXI TO VSPHERE STD FOR 1CPU	\$795.00	40.75%	\$471.04
VS4-ESXi-ADV-UG-A	ACAD UPG ESXI TO VSPHERE ADV FOR 1CPU	\$2,245.00	40.75%	\$1,330.16
VS4-ESXi-ENT-PL-UG-A	ACAD UPG ESXI TO VSPHERE ENT PLUS FOR 1CPU	\$3,495.00	40.75%	\$2,070.79
ESXi Support				
VS4-ESXi-G-SSS-A	ACAD GOLD SNS FOR ESXI 4 FOR 1 CPU 1YR	\$248.00	3.50%	\$239.32
VS4-ESXi-P-SSS-A	ACAD PLAT SNS FOR ESXI 4 FOR 1 CPU 1YR	\$298.00	3.50%	\$287.57
vSphere 4.0 Editions				
VS4-STD-A	ACAD VSPHERE 4 STD FOR 1 CPU	\$795.00	40.75%	\$471.04
VS4-STD-2M-GSSS-A	PH SUP 6AM-6PM PT M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$46.00	3.50%	\$44.39
VS4-STD-2M-PSSS-A	PH SUP 24X7 WK M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$54.00	3.50%	\$52.11
VS4-STD-G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD FOR 1CPU 1YR	\$273.00	3.50%	\$263.45
VS4-STD-2G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD FOR 1CPU 2YR	\$507.78	3.50%	\$490.01
VS4-STD-3G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD FOR 1CPU 3YR	\$696.15	3.50%	\$671.78
VS4-STD-P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD FOR 1CPU 1YR	\$323.00	3.50%	\$311.70
VS4-STD-2P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD FOR 1CPU 2YR	\$600.78	3.50%	\$579.75
VS4-STD-3P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD FOR 1CPU 3YR	\$823.65	3.50%	\$794.82
VS4-ADV-A	ACAD VSPHERE 4 ADV FOR 1 CPU	\$2,245.00	40.75%	\$1,330.16
VS4-ADV-2M-GSSS-A	PH SUP 6AM-6PM PT M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$79.00	3.50%	\$76.24



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VS4-ADV-2M-PSSS-A	PH SUP 24X7 WK M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$94.00	40.75%	\$55.70
VS4-ADV-G-SSS-A	ACAD GOLD SNS FOR VSPHERE ADV FOR 1CPU 1YR	\$472.00	3.50%	\$455.48
VS4-ADV-2G-SSS-A	ACAD GOLD SNS FOR VSPHERE ADV FOR 1CPU 2YR	\$877.92	3.50%	\$847.19
VS4-ADV-3G-SSS-A	ACAD GOLD SNS FOR VSPHERE ADV FOR 1CPU 3YR	\$1,203.60	3.50%	\$1,161.47
VS4-ADV-P-SSS-A	ACAD PLAT SNS FOR VSPHERE ADV FOR 1CPU 1YR	\$561.00	3.50%	\$541.37
VS4-ADV-2P-SSS-A	ACAD PLAT SNS FOR VSPHERE ADV FOR 1CPU 2YR	\$1,043.46	3.50%	\$1,006.94
VS4-ADV-3P-SSS-A	ACAD PLAT SNS FOR VSPHERE ADV FOR 1CPU 3YR	\$1,430.55	3.50%	\$1,380.48
VS4-ENT-A	ACAD VSPHERE 4 ENT FOR 1 CPU	\$2,875.00	40.75%	\$1,703.44
VS4-ENT-2M-GSSS-A	PH SUP 6AM-6PM PT M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$101.00	3.50%	\$97.47
VS4-ENT-2M-PSSS-A	PH SUP 24X7 WK M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$120.00	3.50%	\$115.80
VS4-ENT-G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 1YR	\$604.00	3.50%	\$582.86
VS4-ENT-2G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 2YR	\$1,123.44	3.50%	\$1,084.12
VS4-ENT-3G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 3YR	\$1,540.20	3.50%	\$1,486.29
VS4-ENT-P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 1YR	\$719.00	3.50%	\$693.84
VS4-ENT-2P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 2YR	\$1,337.34	3.50%	\$1,290.53
VS4-ENT-3P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 3YR	\$1,833.45	3.50%	\$1,769.28
VS4-ENT-PL-A	ACAD VSPHERE 4 ENT PLUS FOR 1 CPU	\$3,495.00	40.75%	\$2,070.79
VS4-ENT-PL-G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 1YR	\$734.00	3.50%	\$708.31
VS4-ENT-PL-2G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 2YR	\$1,365.24	3.50%	\$1,317.46
VS4-ENT-PL-3G-SSS-A	ACAD GOLD SNS FOR VSPHERE ENT FOR 1CPU 3YR	\$1,871.70	3.50%	\$1,806.19
VS4-ENT-PL-P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 1YR	\$874.00	3.50%	\$843.41
VS4-ENT-PL-2P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 2YR	\$1,625.64	3.50%	\$1,568.74
VS4-ENT-PL-3P-SSS-A	ACAD PLAT SNS FOR VSPHERE ENT FOR 1CPU 3YR	\$2,228.70	3.50%	\$2,150.70
VS4-STD-ADV-UG-A	ACAD UPG VSPHERE STD TO VSPHERE ADV FOR 1CPU	\$1,595.00	40.75%	\$945.04
VS4-STD-ENT-PL-UG-A	ACAD UPG VSPHERE STD TO VSPHERE ENT PLUS FOR 1CPU	\$2,970.00	40.75%	\$1,759.73
VS4-ENT-ENT-PL-UG-A	ACAD UPG VSPHERE ENT TO VSPHER ENT PLUS FOR 1CPU	\$685.00	40.75%	\$405.86
VS4-2VM-ENT-PL-UG-A	ACAD UPG VSPHERE STD W VMOTION & STORAGE VMOTION TO VS4 ENT+1	\$1,650.00	40.75%	\$977.63
VS4-ADV-ENT-PL-UG-A	ACAD UPG VSPHERE ADV TO VSPHER ENT PLUS FOR 1CPU	\$1,375.00	40.75%	\$814.69
vSphere Essentials Bundles				
VS4-ESSL-BUN-A	ACAD VSPHERE 4 ESSL FOR 3 HOST	\$879.00	40.75%	\$520.81
VS4-ESSL-SUB-A	ACAD SUB ONLY FOR VS4 ESSENTIALS FOR 1YR	\$116.00	40.75%	\$68.73
VS4-ESSL-2SUB-C	Vsphere Essentials Bundle 2YR Subscription	\$215.76	40.75%	\$127.84
VS4-ESSL-3SUB-C	Vsphere Essentials Bundle 3YR Subscription	\$295.80	40.75%	\$175.26
VS4-ESSL-ESSL-PL-UG-A	ACAD UPG VSPHERE 4 ESSL BUNDLE TO VSPHERE ESSL+BUN FOR 3 HOST	\$2,195.00	40.75%	\$1,300.54
VS4-ESSL-PL-BUN-A	ACAD VSPHERE 4 ESSL PLUS BUNDL FOR 3 HOSTS	\$2,995.00	40.75%	\$1,774.54
VS4-ESSPL-2M-GSSS-A	PH SUP 6AM-6PM PT M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$105.00	3.50%	\$101.33
VS4-ESSPL-2M-PSSS-A	PH SUP 24X7 WK M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$125.00	3.50%	\$120.63
VS4-ESSL-PL-BUN-G-SSS-A	ACAD GOLD SNS VSPHERE ESSL PLU BUNDLE 1YR	\$629.00	3.50%	\$606.99



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VS4-ESSL-PL-BUN-2G-SSS-A	ACAD GOLD SNS VSPHERE ESSL PLU BUNDLE 2YR	\$1,169.94	3.50%	\$1,128.99
VS4-ESSL-PL-BUN-3G-SSS-A	ACAD GOLD SNS VSPHERE ESSL PLU BUNDLE 3YR	\$1,603.95	3.50%	\$1,547.81
VS4-ESSL-PL-BUN-P-SSS-A	ACAD PLAT SNS VSPHERE ESSL PLU BUNDLE 1YR	\$749.00	3.50%	\$722.79
VS4-ESSL-PL-BUN-2P-SSS-A	ACAD PLAT SNS VSPHERE ESSL PLU BUNDLE 2YR	\$1,393.14	3.50%	\$1,344.38
VS4-ESSL-PL-BUN-3P-SSS-A	ACAD PLAT SNS VSPHERE ESSL PLU BUNDLE 3YR	\$1,909.95	3.50%	\$1,843.10
Virtual Center 4.0				
VCS-FND-A	ACAD VCENTER SERVER 4 FND FOR VSPHERE UP TO 3 HOSTS	\$1,495.00	40.75%	\$885.79
VCS-FND-G-SSS-A	ACAD GOLD SNS FOR VCENTER SRV FND FOR VSPHERE 1YR	\$545.00	3.50%	\$525.93
VCS-FND-2G-SSS-A	ACAD GOLD SNS FOR VCENTER SRV FND FOR VSPHERE 2YR	\$1,013.70	3.50%	\$978.22
VCS-FND-3G-SSS-A	ACAD GOLD SNS FOR VCENTER SRV FND FOR VSPHERE 2YR	\$1,389.75	3.50%	\$1,341.11
VCS-FND-P-SSS-A	ACAD PLAT SNS FOR VCENTER SRV FND FOR VSPHERE 1YR	\$645.00	3.50%	\$622.43
VCS-FND-2P-SSS-A	ACAD PLAT SNS FOR VCENTER SRV FND FOR VSPHERE 2YR	\$1,199.70	3.50%	\$1,157.71
VCS-FND-3P-SSS-A	ACAD PLAT SNS FOR VCENTER SRV FND FOR VSPHERE 2YR	\$1,644.75	3.50%	\$1,587.18
VCS-FND-STD-UG-A	ACAD UPG VCENTER SERVER FND TO VCENTER SERVER STD	\$3,845.00	40.75%	\$2,278.16
VCS-STD-A	ACAD VCENTER SERVER 4 STD FOR VSPHERE	\$4,995.00	40.75%	\$2,959.54
VCS-STD-2M-GSSS-A	PH SUP 6AM-6PM PT M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$175.00	3.50%	\$168.88
VCS-STD-2M-PSSS-A	PH SUP 24X7 WK M-F ONLY USD W/UPG SKU NOT FOR RNWLS	\$208.00	3.50%	\$200.72
VCS-STD-G-SSS-A	ACAD GOLD SNS FOR VCENTER SERVER STD	\$1,049.00	3.50%	\$1,012.29
VCS-STD-2G-SSS-A	ACAD GOLD SNS FOR VCENTER SERVER STD 2YR	\$1,951.14	3.50%	\$1,882.85
VCS-STD-3G-SSS-A	ACAD GOLD SNS FOR VCENTER SERVER STD 3YR	\$2,674.95	3.50%	\$2,581.33
VCS-STD-P-SSS-A	ACAD PLAT SNS FOR VCENTER SERVER STD	\$1,249.00	3.50%	\$1,205.29
VCS-STD-2P-SSS-A	ACAD PLAT SNS FOR VCENTER SERVER STD 2YR	\$2,323.14	3.50%	\$2,241.83
VCS-STD-3P-SSS-A	ACAD PLAT SNS FOR VCENTER SERVER STD 3YR	\$3,184.95	3.50%	\$3,073.48
vSphere STD to vSphere STD with Data Recovery Upgrade				
VS4-STD-STD-DR-UG-A	ACAD UPG DATA RECOVERY ADD-ON TO VSPHERE STD FOR 1CPU	\$695.00	40.75%	\$411.79
vSphere STD with Data Recovery				
VS4-STD-DR-A	ACAD VSPHERE 4 STD PLUS DATA RECOVERY FOR 1CPU	\$1,490.00	40.75%	\$882.83
VS4-STD-DR-G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 1YR	\$419.00	3.50%	\$404.34
VS4-STD-DR-2G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 2YR	\$779.34	3.50%	\$752.06
VS4-STD-DR-3G-SSS-A	ACAD GOLD SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 3YR	\$1,068.45	3.50%	\$1,031.05
VS4-STD-DR-P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 1YR	\$497.00	3.50%	\$479.61
VS4-STD-DR-2P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 2YR	\$924.42	3.50%	\$892.07
VS4-STD-DR-3P-SSS-A	ACAD PLAT SNS FOR VSPHERE STD+ DATA REC FOR 1CPU 3YR	\$1,267.35	3.50%	\$1,222.99
VS4-STD-DR-ADV-UG-A	ACAD UPG VSPHERE STD PLUS DATA REC TO VS4 ADV FOR 1CPU	\$830.00	40.75%	\$491.78
VS4-STD-DR-ENT-PL-U-A	ACAD UPG VSPHERE STD+DATA REC TO VSPHERE ENT PLUS FOR 1CPU	\$2,205.00	40.75%	\$1,306.46
Capacity IQ for Virtual Center				
VC-CIQ-A	vCenter Capacity IQ for 1 CPU	\$495.00	40.75%	\$293.29
VC-CIQ-G-SSS-A	vCenter Capacity IQ for 1 CPU Gold SNS	\$104.00	3.50%	\$100.36



Manufacture Number	Product	MSRP	DIR	
			Discount	DIR Cost
VC-CIQ-2G-SSS-A	vCenter Capacity IQ for 1 CPU Gold SNS for 2 Yrs	\$193.44	3.50%	\$186.67
VC-CIQ-3G-SSS-A	vCenter Capacity IQ for 1 CPU Gold SNS for 3 Yrs	\$265.20	3.50%	\$255.92
VC-CIQ-P-SSS-A	vCenter Capacity IQ for 1 CPU Platinum SNS	\$124.00	3.50%	\$119.66
VC-CIQ-2P-SSS-A	vCenter Capacity IQ for 1 CPU Platinum SNS for 2 Yrs	\$230.64	3.50%	\$222.57
VC-CIQ-3P-SSS-A	vCenter Capacity IQ for 1 CPU Platinum SNS for 3 Yrs	\$316.20	3.50%	\$305.13
Lifecycle Manager				
VC-VLCM-A	Vmware Lifecycle Manager	\$750.00	40.75%	\$444.38
VC-VLCM-G-SSS-A	Vmware Lifecycle Manager Gold Support	\$158.00	3.50%	\$152.47
VC-VLCM-2G-SSS-A	Vmware Lifecycle Manager Gold Support 2 Years	\$293.88	3.50%	\$283.59
VC-VLCM-3G-SSS-A	Vmware Lifecycle Manager Gold Support 3 Years	\$402.90	3.50%	\$388.80
VC-VLCM-P-SSS-A	Vmware Lifecycle Manager Platinum Support	\$188.00	3.50%	\$181.42
VC-VLCM-2P-SSS-A	Vmware Lifecycle Manager Platinum Support 2 Years	\$349.68	3.50%	\$337.44
VC-VLCM-3P-SSS-A	Vmware Lifecycle Manager Platinum Support 3 Years	\$479.40	3.50%	\$462.62
Academic Lab Manager				
VC-VLM4-A	ACAD VCENTER LAB MGR 4.0 FO R CPU	\$1,495.00	40.75%	\$885.79
VC-VLM4-G-SSS-A	ACAD GOLD SNS FOR VCENTER L AB MGR	\$314.00	3.50%	\$303.01
VC-VLM4-2G-SSS-A	ACAD 2YR GOLD SNS FOR VCENTER LAB MGR	\$584.00	3.50%	\$563.56
VC-VLM4-3G-SSS-A	ACAD 3YR MGR GOLD SNS FOR VCENTER LAB	\$801.00	3.50%	\$772.97
VC-VLM4-P-SSS-A	ACAD PLAT SNS FOR VCENTER L AB MGR	\$374.00	3.50%	\$360.91
VC-VLM4-2P-SSS-A	ACAD 2YR MGR 2YR PLAT SNS FOR VCENTER LAB	\$696.00	3.50%	\$671.64
VC-VLM4-3P-SSS-A	ACAD MGR 3YR PLAT SNS FOR VCENTER LAB	\$954.00	3.50%	\$920.61
Academic Chargeback for 1 CPU				
VC-CHBK-A	ACAD VCENTER CHARGEBACK FOR 1 CPU	\$750.00	40.75%	\$444.38
VC-CHBK-G-SSS-A	ACAD GOLD SNS FOR VCENTER C HARGEBACK	\$158.00	3.50%	\$152.47
VC-CHBK-2G-SSS-A	ACAD 2YR GOLD SNS FOR VCENTER CHARGEBACK	\$294.00	3.50%	\$283.71
VC-VCBK-3G-SSS-A	ACAD 2YR GOLD SNS FOR VCENTER CHARGEBACK	\$403.00	3.50%	\$388.90
VC-CHBK-P-SSS-A	ACAD PLAT SNS FOR VCENTER F ORCHARGEBACK	\$188.00	3.50%	\$181.42
VC-CHBK-2P-SSS-A	ACAD 2YR PLAT SNS FOR VCENTER CHARGEBACK	\$350.00	3.50%	\$337.75
VC-VCBK-3P-SSS-A	ACAD 2YR PLAT SNS FOR VCENTER CHARGEBACK	\$479.00	3.50%	\$462.24
VIEW ENTERPRISE 4.0				
VU4-EN-STR-A	View 4.0 Enterprise Starter Kit	\$1,500.00	40.75%	\$888.75
VU4-EN-STR-G-SSS-A	Gold SNS	\$315.00	3.50%	\$303.98
VU4-EN-STR-2G-SSS-A	2 YR Gold SNS	\$585.90	3.50%	\$565.39
VU4-EN-STR-3G-SSS-A	3 YR Gold SNS	\$803.25	3.50%	\$775.14
VU4-EN-STR-P-SSS-A	Platinum SNS	\$375.00	3.50%	\$361.88
VU4-EN-STR-2P-SSS-A	2 YR Platinum SNS	\$697.50	3.50%	\$673.09
VU4-EN-STR-3P-SSS-A	3 YR Platinum SNS	\$956.25	3.50%	\$922.78
VU4-EN-10-A	View 4.0 10 Packs	\$1,500.00	40.75%	\$888.75



Manufacture Number	Product	MSRP	DIR	
			Discount	DIR Cost
VU4-EN-10-G-SSS-A	Gold SNS	\$315.00	3.50%	\$303.98
VU4-EN-10-2G-SSS-A	2 YR Gold SNS	\$585.90	3.50%	\$565.39
VU4-EN-10-3G-SSS-A	3 YR Gold SNS	\$803.25	3.50%	\$775.14
VU4-EN-10-P-SSS-A	Platinum SNS	\$375.00	3.50%	\$361.88
VU4-EN-10-2P-SSS-A	2 YR Platinum SNS	\$697.50	3.50%	\$673.09
VU4-EN-10-3P-SSS-A	3 YR Platinum SNS	\$956.25	3.50%	\$922.78
VU4-EN-A10-A	View 4.0 Add 10 Packs	\$500.00	40.75%	\$296.25
VU4-EN-A10-G-SSS-A	Gold SNS	\$105.00	3.50%	\$101.33
VU4-EN-A10-2G-SSS-A	2 YR Gold SNS	\$195.30	3.50%	\$188.46
VU4-EN-A10-3G-SSS-A	3 YR Gold SNS	\$267.75	3.50%	\$258.38
VU4-EN-A10-P-SSS-A	Platinum SNS	\$125.00	3.50%	\$120.63
VU4-EN-A10-2P-SSS-A	2 YR Platinum SNS	\$232.50	3.50%	\$224.36
VU4-EN-A10-3P-SSS-A	3 YR Platinum SNS	\$318.75	3.50%	\$307.59
VU4-EN-100-A	View 4.0 100 Packs	\$15,000.00	40.75%	\$8,887.50
VU4-EN-100-G-SSS-A	Gold SNS	\$3,150.00	3.50%	\$3,039.75
VU4-EN-100-2G-SSS-A	2 YR Gold SNS	\$5,859.00	3.50%	\$5,653.94
VU4-EN-100-3G-SSS-A	3 YR Gold SNS	\$8,032.50	3.50%	\$7,751.36
VU4-EN-100-P-SSS-A	Platinum SNS	\$3,750.00	3.50%	\$3,618.75
VU4-EN-100-2P-SSS-A	2 YR Platinum SNS	\$6,975.00	3.50%	\$6,730.88
VU4-EN-100-3P-SSS-A	3 YR Platinum SNS	\$9,562.50	3.50%	\$9,227.81
VU4-EN-A100-A	View 4.0 Add 100 Packs	\$5,000.00	40.75%	\$2,962.50
VU4-EN-A100-G-SSS-A	Gold SNS	\$1,050.00	3.50%	\$1,013.25
VU4-EN-A100-2G-SSS-A	2 YR Gold SNS	\$1,953.00	3.50%	\$1,884.65
VU4-EN-A100-3G-SSS-A	3 YR Gold SNS	\$2,677.50	3.50%	\$2,583.79
VU4-EN-A100-P-SSS-A	Platinum SNS	\$1,250.00	3.50%	\$1,206.25
VU4-EN-A100-2P-SSS-A	2 YR Platinum SNS	\$2,325.00	3.50%	\$2,243.63
VU4-EN-A100-3P-SSS-A	3 YR Platinum SNS	\$3,187.50	3.50%	\$3,075.94
VIEW PREMIER 4.0				
VU4-PR-STR-A	View 4.0 Premier Starter Kit	\$2,500.00	40.75%	\$1,481.25
VU4-PR-STR-G-SSS-A	Gold SNS	\$525.00	3.50%	\$506.63
VU4-PR-STR-2G-SSS-A	2 YR Gold SNS	\$976.50	3.50%	\$942.32
VU4-PR-STR-3G-SSS-A	3 YR Gold SNS	\$1,338.75	3.50%	\$1,291.89
VU4-PR-STR-P-SSS-A	Platinum SNS	\$625.00	3.50%	\$603.13
VU4-PR-STR-2P-SSS-A	2 YR Platinum SNS	\$1,162.50	3.50%	\$1,121.81
VU4-PR-STR-3P-SSS-A	3 YR Platinum SNS	\$1,593.75	3.50%	\$1,537.97
VU4-PR-10-A	View 4.0 Premier 10 Packs	\$2,500.00	40.75%	\$1,481.25
VU4-PR-10-G-SSS-A	Gold SNS	\$525.00	3.50%	\$506.63
VU4-PR-10-2G-SSS-A	2 YR Gold SNS	\$976.50	3.50%	\$942.32



Manufacture Number	Product	MSRP	DIR	
			Discount	DIR Cost
VU4-PR-10-3G-SSS-A	3 YR Gold SNS	\$1,338.75	3.50%	\$1,291.89
VU4-PR-10-P-SSS-A	Platinum SNS	\$625.00	3.50%	\$603.13
VU4-PR-10-2P-SSS-A	2 YR Platinum SNS	\$1,162.50	3.50%	\$1,121.81
VU4-PR-10-3P-SSS-A	3 YR Platinum SNS	\$1,593.75	3.50%	\$1,537.97
VU4-PR-A10-A	View 4.0 Premier Add 10 Packs	\$1,500.00	40.75%	\$888.75
VU4-PR-A10-G-SSS-A	Gold SNS	\$315.00	3.50%	\$303.98
VU4-PR-A10-2G-SSS-A	2 YR Gold SNS	\$585.90	3.50%	\$565.39
VU4-PR-A10-3G-SSS-A	3 YR Gold SNS	\$803.25	3.50%	\$775.14
VU4-PR-A10-P-SSS-A	Platinum SNS	\$375.00	3.50%	\$361.88
VU4-PR-A10-2P-SSS-A	2 YR Platinum SNS	\$697.50	3.50%	\$673.09
VU4-PR-A10-3P-SSS-A	3 YR Platinum SNS	\$956.25	3.50%	\$922.78
VU4-PR-100-A	View 4.0 Premier Add 10 Packs	\$25,000.00	40.75%	\$14,812.50
VU4-PR-100-G-SSS-A	Gold SNS	\$5,250.00	3.50%	\$5,066.25
VU4-PR-100-2G-SSS-A	2 YR Gold SNS	\$9,765.00	3.50%	\$9,423.23
VU4-PR-100-3G-SSS-A	3 YR Gold SNS	\$13,387.50	3.50%	\$12,918.94
VU4-PR-100-P-SSS-A	Platinum SNS	\$6,250.00	3.50%	\$6,031.25
VU4-PR-100-2P-SSS-A	2 YR Platinum SNS	\$11,625.00	3.50%	\$11,218.13
VU4-PR-100-3P-SSS-A	3 YR Platinum SNS	\$15,937.50	3.50%	\$15,379.69
VU4-PR-A100-A	View 4.0 Premier Add 100 Packs	\$15,000.00	40.75%	\$8,887.50
VU4-PR-A100-G-SSS-A	Gold SNS	\$3,150.00	3.50%	\$3,039.75
VU4-PR-A100-2G-SSS-A	2 YR Gold SNS	\$5,859.00	3.50%	\$5,653.94
VU4-PR-A100-3G-SSS-A	3 YR Gold SNS	\$8,032.50	3.50%	\$7,751.36
VU4-PR-A100-P-SSS-A	Platinum SNS	\$3,750.00	3.50%	\$3,618.75
VU4-PR-A100-2P-SSS-A	2 YR Platinum SNS	\$6,975.00	3.50%	\$6,730.88
VU4-PR-A100-3P-SSS-A	3 YR Platinum SNS	\$9,562.50	3.50%	\$9,227.81
View Upgrades				
VU4-PR-U10-A	View 4.0 Enterprise to Premier Upgrade (10)	\$1,000.00	40.75%	\$592.50
VU4-PR-U10-G-SSS-A	Gold SNS	\$210.00	3.50%	\$202.65
VU4-PR-U10-2G-SSS-A	2 YR Gold SNS	\$390.60	3.50%	\$376.93
VU4-PR-U10-3G-SSS-A	3 YR Gold SNS	\$535.50	3.50%	\$516.76
VU4-PR-U10-P-SSS-A	Platinum SNS	\$250.00	3.50%	\$241.25
VU4-PR-U10-2P-SSS-A	2 YR Platinum SNS	\$465.00	3.50%	\$448.73
VU4-PR-U10-3P-SSS-A	3 YR Platinum SNS	\$637.50	3.50%	\$615.19
VU4-PR-U100-A	View 4.0 Enterprise to Premier Upgrade (100)	\$10,000.00	40.75%	\$5,925.00
VU4-PR-U100-G-SSS-A	Gold SNS	\$2,100.00	3.50%	\$2,026.50
VU4-PR-U100-2G-SSS-A	2 YR Gold SNS	\$3,906.00	3.50%	\$3,769.29
VU4-PR-U100-3G-SSS-A	3 YR Gold SNS	\$5,355.00	3.50%	\$5,167.58
VU4-PR-U100-P-SSS-A	Platinum SNS	\$2,500.00	3.50%	\$2,412.50



<u>Manufacture Number</u>	<u>Product</u>	<u>MSRP</u>	<u>DIR</u>	
			<u>Discount</u>	<u>DIR Cost</u>
VU4-PR-U100-2P-SSS-A	2 YR Platinum SNS	\$4,650.00	3.50%	\$4,487.25
VU4-PR-U100-3P-SSS-A	3 YR Platinum SNS	\$6,375.00	3.50%	\$6,151.88
Vcenter Appspeed				
VC-APSPD-A	ACAD VCENTER APPSPEED FOR 1 CP	\$1,250.00	40.75%	\$740.63
VC-APSPD-G-SSS-A	ACAD GOLD SNS FOR VCENTER A PPSPEED	\$263.00	3.50%	\$253.80
VC-APSPD-2G-SSS-A	ACAD 2YR GOLD SNS FOR VCENTER APP SPEED	\$489.00	3.50%	\$471.89
VC-APSPD-3G-SSS-A	ACAD 3YR GOLD SNS FOR VCENTER APP SPEED	\$671.00	3.50%	\$647.52
VC-APSPD-P-SSS-A	ACAD PLAT SNS FOR VCENTER A PPSPEED	\$313.00	3.50%	\$302.05
VC-APSPD-2P-SSS-A	ACAD 2YR PLAT SNS FOR VCENTER APP SPEED	\$582.00	3.50%	\$561.63
VC-APSPD-3P-SSS-A	ACAD 3YR PLAT SNS FOR VCENTER APP SPEED	\$798.00	3.50%	\$770.07
Site Recovery Manager				
VC-SRM4-A	ACAD SITE RECOVERY MGR 1.0 F/ PROC	\$1,750.00	40.75%	\$1,036.88
VC-SRM4-G-SSS-A	ACAD GOLD SNS SITE RECOVERY MG	\$368.00	3.50%	\$355.12
VC-SRM4-2G-SSS-A	ACAD 2YR GOLD SNS SITE RECOVER MGR	\$684.48	3.50%	\$660.52
VC-SRM4-3G-SSS-A	ACAD 3YR GOLD SNS SITE RECOVER MGR	\$938.40	3.50%	\$905.56
VC-SRM4-P-SSS-A	ACAD PLAT SNS SITE RECOVERY MG	\$438.00	3.50%	\$422.67
VC-SRM4-2P-SSS-A	ACAD 2YR PLAT SNS SITE RECOVER MGR	\$814.68	3.50%	\$786.17
VC-SRM4-3P-SSS-A	ACAD 3YR PLAT SNS SITE RECOVER MGR	\$1,116.90	3.50%	\$1,077.81
Thininstall STE				
THIN4-STE-A	ACAD THINAPP 4 SUITE	\$5,000.00	40.75%	\$2,962.50
THIN4-STE-G-SSS-A	ACAD GOLD SUB SUP THINAPP 4 SUITE	\$1,050.00	3.50%	\$1,013.25
THIN4-STE-G-SSS-2YR-A	ACAD 2YR GOLD SUB SUP THINAPP SUITE	\$1,953.00	3.50%	\$1,884.65
THIN4-STE-G-SSS-3YR-A	ACAD 3YR GOLD SUB SUP THINAPP SUITE	\$2,677.50	3.50%	\$2,583.79
THIN4-STE-P-SSS-A	ACAD PLAT SUB SUP THINAPP 4 SUITE	\$1,250.00	3.50%	\$1,206.25
THIN4-STE-P-SSS-2YR-A	ACAD 2YR PLAT SUB SUP THINAPP SUITE	\$2,325.00	3.50%	\$2,243.63
THIN4-STE-P-SSS-3YR-A	ACAD 3YR PLAT SUB SUP THINAPP SUITE	\$3,187.50	3.50%	\$3,075.94
Thininstall Clients				
THIN4-CL-A	ACAD THINAPP 4 CLIENT LICENSE	\$39.00	40.75%	\$23.11
THIN4-CL-G-SSS-A	ACAD GOLD SUB SUP THINAPP 4 CLIENT	\$8.19	3.50%	\$7.90
THIN4-CL-G-SSS-2YR-A	ACAD 2YR GOLD SUB SUP THINAPP CLIENT	\$15.23	3.50%	\$14.70
THIN4-CL-G-SSS-3YR-A	ACAD 3YR GOLD SUB SUP THINAPP CLIENT	\$20.88	3.50%	\$20.15
THIN4-CL-P-SSS-A	ACAD PLAT SUB SUP THINAPP 4 CLIENT	\$9.75	3.50%	\$9.41
THIN4-CL-P-SSS-2YR-A	ACAD 2YR PLAT SUB SUP THINAPP CLIENT	\$18.14	3.50%	\$17.51
THIN4-CL-P-SSS-3YR-A	ACAD 3YR PLAT SUB SUP THINAPP CLIENT	\$24.86	3.50%	\$23.99