

Manufacturer	Product Set	Discount Offered Region 4 ESC/Omnia	Contract Fee and Notes
Google	Google Cloud Platform (GCP) & Google Workspaces	2.0%	The pricing does not include credits (including promotions, sustained use discounts, committed use discounts, or spending based discounts)
AWS	AWS service consumption including but not limited to Infrastructure as a Service, Platform as a Service, and Software as a Service offerings	1.5%	Request for lower standard contract fee negotiated for entire line.
AWS	AWS Marketplace purchases for non-AWS items	0%	will make them available at AWS Marketplace prices as a value-add (and will not be subject to contract related fees).
Microsoft CSP	Azure, Modern Workplace & Dynamics 365	2.0%	Only Azure regions for US are eligible for purchase by OMNIA Members. Please contact your Ingram Micro Cloud Agent for Azure Gov Cloud estimates.
Microsoft CSP	Charity Segment for Azure, Modern Workplace & Dynamics 365	0%	Products provided under the Charity Segment will be sold at 0% discount.
IBM Cloud	IBM Cloud consumption	2.0%	Overages billed at full list MSRP (i.e no discount) unless IBM opens a ticket in which case can be billed at subscription rates.  <u>Post Sales Support:</u> <u>Annual Commit of \$201+:</u> MSRP is 10% of cloud invoice at list price, minimum monthly List MSRP is \$201. Overages are billed at full list MSRP  <u>Annual Commit of \$10,000-\$11,250:</u>

MSRP is 10% of invoice at list price, minimum monthly is \$10,000. Overages are billed at full list MSRP

Annual Commit of \$11,250+:

MSRP is 10% of invoice at list price, minimum monthly is \$10,000. Overages are billed at full list MSRP

Ingram Micro Professional Services	Migration Services, IaaS Managed Services, IaaS Cost Optimization Services, Azure Security Service, AWS Well Architected, AWS Foundational Technical Review, AWS Reserve Instance Management	2.0%	Priced per engagement
Additional Value Add Products & Services	Ingram's Expanded Line Card of Vendor Products and Services	2.0%	There will be products and services that will need a lower standard contract fee negotiated due to margin propositions. Some on entire lines others on individual products.

**Professional Services Pricing**

For Cloud Services with daily or variable rates, our Professional Services team will work to arrive at an agreed level of effort. This level of effort will be represented in a total number of days, represented by a fixed price for the agreed service. Omnia Members will receive at least a 2%