| Manufacturer | Proposed TCPN Discount |
|---|---|
| 10Zig Products Tier 1 | 2.00% |
| 10Zig Products Tier 2 | 6.00% |
| 10Zig Products Tier 3 | 15.00% |
| 10Zig Services | 2.00% |
| Accela Licenses | 3.54% |
| Accela Subscription | 0.33% |
| Accela Training and Support | 3.55% |
| All Other Accela Products and Services | 0.33% |
| Aconex | 3.00% |
| Acquia | 2.38% |
| Acronis | 1.50% |
| Actiance Products- Tier 1 | 3.86% |
| Actiance Products- Tier 2 | 12.84% |
| Actiance Maintenance | 3.67% |
| Actiance Professional Services | 0.08% |
| All Other Actiance Products and Services | 0.08% |
| Acqua | 2.00% |
| Adobe- License Tier 1 | 0.00% |
| Adobe- License Tier 2 | 7.50% |
| Adobe- Maintenance Tier 1 | 0.00% |
| Adobe- Maintenance Tier 2 | 7.51% |
| Adobe- Consulting & Training Tier 1 | 0.00% |
| Adobe- Consulting & Training Tier 2 | 2.29% |
| Adobe- Other Products Tier 1 | 0.00% |
| Adobe- Other Products Tier 2 | 6.91% |
| AgileCraft | 2.00% |
| Akamai Tier 1 | 19.00% |
| Akamai Tier 2 | 24.00% |
| Akamai Tier 3 | 35.00% |
| All Other Akamai Products and Services | 10.00% |
| Alert Logic Products | 3.00% |
| Alert Logic Professional Services | 3.00% |
| Alert Logic Maintenance | 3.00% |
| Alfresco | 2.29% |
| Anaplan | 1.00% |
| Amazon Web Services | 0.00% |
| Annese Professional Services | 5.00% |
| Annese Managed Services | 5.00% |
| Security Services | 5.00% |
| Cloud Services | 5.00% |
| Andrews Consulting Group Inc. (ACG) | 3.44% |
| APOS | 1.25% |
| Apperian | 1.30% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| AppSec | 8.83% |
| AppSense Products | 12.82% |
| Appsense Training | 8.00% |
| All Other Appsense Products and Services | 8.00% |
| Arista Networks Products- Tier 1 | 0.27% |
| Arista Networks Products- Tier 2 | 2.32% |
| Arista Networks Services & Maintenance | 0.27% |
| All Other Arista Networks Products and Services | 0.27% |
| Autodesk Products- Tier 1 | 1.30% |
| Autodesk Products- Tier 2 | 11.53% |
| Autodesk Products- Tier 3 | 20.45% |
| Autodesk Maintenance- Tier 1 | 0.85% |
| Autodesk Maintenance- Tier 2 | 7.92% |
| Autodesk Maintenance- Tier 3 | 16.79% |
| All Other Autodesk Products and Services | 1.30% |
| Avecto | 2.00% |
| AvePoint Public Sector Inc. | 5.35% |
| Avepoint Services | 3.00% |
| Avocette | 2.00% |
| Avoka | 2.57% |
| Avue Technologies Products | 0.59% |
| Avue Technologies Subscription | 0.75% |
| All Other Avue Technologies Products and Services | 0.59% |
| BackOffice Associates LLC | 1.02% |
| BlackBag Technologies Licenses | 1.30% |
| BlackBag Technologies Perpetual | 13.66% |
| All Other Blackbag Technologies Products and Services | 1.30% |
| Blackberry | 2.00% |
| BlackDuck | 2.99% |
| BMC Software- Tier 1 | 0.00% |
| BMC Software- Tier 2 | 3.00% |
| All Other BMC Products and Services | 0.00% |
| Boeing | 1.02% |
| Bomgar Products- Tier 1 | 0.00% |
| Bomgar Products- Tier 2 | 1.85% |
| Bomgar Products- Tier 3 | 3.06% |
| Bomgar Services | 0.00% |
| Bomgar Support | 1.85% |
| All Other Bomgar Products and Services | 0.00% |
| Boundless | 5.00% |
| Box Inc. Products | 17.23% |
| Box Inc. Maintenance | 5.00% |
| All Other Box Products and Services | 5.00% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| BoxTone | 3.69% |
| Bromium | 0.75% |
| CAFM Resources | 4.54% |
| Canda Solutions | 23.18% |
| Capsule Tech Inc. | 0.01% |
| CareerBuilder Tier 1 | 6.71% |
| CareerBuilder- Tier 2 | 7.14% |
| CareerBuilder- Tier 3 | 8.16% |
| Carnegie Speech Company | 2.33% |
| Carpathia | 8.47% |
| Case Commons | 2.00% |
| Cellebrite | 1.00% |
| Centrifuge Systems | 2.11% |
| Centripetal Networks | 2.00% |
| Certes Network- Tier 1 | 11.65% |
| Certes Network- Tier 2 | 18.11% |
| Chiliad Inc. | 1.02% |
| Cideon | 2.99% |
| Ciena Products- Tier 1 | 7.75% |
| Ciena Products- Tier 2 | 12.75% |
| Ciena Products- Tier 3 | 38.28% |
| Ciena Products- Tier 4 | 41.30% |
| Ciena Products- Tier 5 | 50.38% |
| Ciena Products- Tier 6 | 58.75% |
| Ciena Maintenance | 8.07% |
| Ciena Support | 8.07% |
| Cipher Cloud | 0.01% |
| Center for Internet Security (CIS) | 3.00% |
| ClearInsight Solutions | 2.00% |
| Cleversafe Products | 2.83% |
| Cleversafe Services and Training | 0.01% |
| Clockwork-Solutions | 8.07% |
| Cloudera | 3.70% |
| Coalfire | 1.00% |
| CollabNet- Tier 1 | 0.99% |
| CollabNet- Tier 2 | 2.28% |
| Composite Software | 0.01% |
| Computable Insights LLC | 0.01% |
| ComScore | 3.03% |
| Condusiv | 8.75% |
| Core Security | 2.00% |
| Corporate Reimbursement Services Inc. | 3.03% |
| Cyber-Ark | 18.55% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Cybersoft | 3.06% |
| Cynet | 8.00% |
| Cylance | 1.00% |
| Data Direct Networks- Tier 1 | 0.00% |
| Data Direct Networks- Tier 2 | 2.04% |
| Data Direct Networks- Tier 3 | 5.61% |
| Dataguise | 0.00% |
| Datameer | 2.33% |
| Datapipe | 0.50% |
| Datawatch | 0.01% |
| Delphix Products- Tier 1 | 3.44% |
| Delphix Products- Tier 2 | 8.47% |
| Delphix Support and Services | 8.47% |
| Digital Guardian | 2.00% |
| Digital Map | 1.00% |
| Digital Realty | 3.01% |
| Digital Reasoning | 3.44% |
| DocuSign- Tier 1 | 0.00% |
| DocuSign- Tier 2 | 1.02% |
| Dreamfactory | 3.43% |
| E-Plansoft | 3.00% |
| Earthling Security | 0.01% |
| Elastic | 1.00% |
| EMC Products- Tier 1 | 0.00% |
| EMC Products- Tier 2 | 1.30% |
| EMC Products- Tier 3 | 11.83% |
| EMC Products- Tier 4 | 22.15% |
| EMC Support and Services- Tier 1 | 0.00% |
| EMC Support and Services- Tier 2 | 1.00% |
| EMC Support and Services- Tier 3 | 12.76% |
| EMC Support and Services- Tier 4 | 22.15% |
| Emergency Visions | 2.33% |
| Endeca Products- Tier 1 | 0.00% |
| Endeca Products- Tier 2 | 3.96% |
| Endeca Products- Tier 3 | 6.08% |
| Endeca Products- Tier 4 | 10.20% |
| Endeca Maintenance- Tier 1 | 0.00% |
| Endeca Maintenance- Tier 2 | 6.46% |
| Endeca Maintenance- Tier 3 | 10.20% |
| Endeca Services | 10.35% |
| Enterprise DB Products- Tier 1 | 0.99% |
| Enterprise DB Products- Tier 2 | 2.28% |
| All Other EnterpriseDB Products and Services | 6.05% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Enterprise Elements Inc. | 4.54% |
| eSyncTraining Tier 1 | 0.00% |
| eSyncTraining Tier 2 | 3.00% |
| eSyncTraining Tier 3 | 6.00% |
| EVGA- Tier 1 | 2.29% |
| EVGA- Tier 2 | 18.37% |
| ExtraHop | 3.00% |
| F5 Networks Products- Tier 1 | 0.47% |
| F5 Networks Products- Tier 2 | 1.58% |
| F5 Networks Products- Tier 3 | 3.85% |
| F5 Networks Products- Tier 4 | 7.26% |
| F5 Networks Support | 0.48% |
| F5 Networks Training | 1.61% |
| All Other F5 Networks Products and Services | 0.47% |
| FireEye- Tier 1 | 0.90% |
| FireEye- Tier 2 | 1.50% |
| FireEye- Tier 3 | 4.00% |
| FlexAnalytics Intel Center Products | 0.01% |
| FlexAnalytics Maintenance | 3.03% |
| FlexAnalytics Other Products | 3.03% |
| Flow Corporation- Tier One | 0.75% |
| Flow Corporation- Tier Two | 2.00% |
| Forgerock | 2.50% |
| Fusion-IO- Tier 1 | 0.00% |
| Fusion-IO- Tier 2 | 8.16% |
| Fusion-IO- Tier 3 | 19.88% |
| Genesys | 1.26% |
| Geofeedia | 1.00% |
| Geonorth | 0.50% |
| Gigamon | 0.00% |
| Globalscape | 3.19% |
| Granicus Tier 1 | 4.00% |
| Granicus Tier 2 | 6.00% |
| Gov Grants | 2.00% |
| Greenlight Group | 2.99% |
| Gridless Tier 1 | 2.00% |
| Gridless Tier 2 | 5.71% |
| GroundWork Products and Services- Tier 1 | 2.28% |
| GroundWork Products and Services- Tier 2 | 4.69% |
| Haystax | 0.75% |
| HPE | 3.00% |
| HyperOffice | 4.54% |
| HyTrust | 2.99% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| I2, Inc Products- Tier 1 | 2.12% |
| I2, Inc Products- Tier 2 | 13.58% |
| I2, Inc Products- Tier 3 | 20.14% |
| I2, Inc Maintenance- Tier 1 | 3.50% |
| I2, Inc Maintenance- Tier 2 | 11.53% |
| I2, Inc Maintenance- Tier 3 | 22.38% |
| I2, Inc Maintenance- Tier 4 | 30.87% |
| All Other I2, Inc Products and Services | 2.12% |
| IBM Products- Tier 1 | 0.00% |
| IBM Products- Tier 2 | 0.97% |
| IBM Products- Tier 3 | 13.04% |
| IBM Services | 0.00% |
| Identity Automation Products- Tier 1 | 0.04% |
| Identity Automation Products- Tier 2 | 9.09% |
| Identity Automation Maintenance | 0.04% |
| Identity Automation Support- Tier 1 | 0.04% |
| Identity Automation Support- Tier 2 | 9.09% |
| All Other Identity Automation Products and Services | 0.04% |
| IKANOW | 3.69% |
| ikeGPS | 0.75% |
| Illume | 3.68% |
| iMapData | 17.24% |
| Imation Products- Tier 1 | 2.02% |
| Imation Products- Tier 2 | 6.04% |
| Imation Maintenance | 6.03% |
| All Other Imation Products and Services | 3.97% |
| Imperva | 2.00% |
| Imprivata Products- Tier 1 | 0.37% |
| Imprivata Products- Tier 2 | 7.43% |
| Imprivata Maintenance | 0.38% |
| Imprivata Services | 7.47% |
| Infoblox Products | 10.00% |
| Infoblox Services | 3.00% |
| Info Security Corp (ISC) | 6.26% |
| Intergral | 3.69% |
| Intermap Technologies | 0.01% |
| Interset | 2.00% |
| Inttensity | 2.57% |
| Invincea Products | 0.00% |
| Invincea Maintenance and Services | 0.00% |
| iOra | 1.04% |
| IronKey by Imation | 5.22% |
| JackBe | 2.58% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Jama Software | 3.03% |
| Janya | 0.31% |
| Jive Products | 2.42% |
| Jive Support and Services | 2.53% |
| Kapow Software | 2.99% |
| Know Who | 1.01% |
| Knowledge Broker Tier 1 | 0.00% |
| Knowledge Broker Tier 2 | 20.00% |
| Knowledge Broker Tier 3 | 40.00% |
| Kofax Products- Tier 1 | 2.83% |
| Kofax Products- Tier 2 | 14.12% |
| Kofax Support | 14.11% |
| All Other Kofax Products and Services | 0.00% |
| Kove Corporation | 0.75% |
| Kroll Ontrack Licenses | 7.47% |
| Kroll Ontrack Maintenance | 7.41% |
| Kroll Ontrack Services | 0.00% |
| Lanuage Weaver/SDL | 13.27% |
| LaunchPad Careers Inc. | 0.01% |
| Lexicon Technologies Inc. | 6.03% |
| Lexis Nexis | 2.00% |
| LG Electronics | 28.57% |
| Liferay | 1.00% |
| LinkedIn | 2.00% |
| Liquidware Labs License | 8.43% |
| Liquidware Labs Support and Services | 8.05% |
| Lookout Inc. | 8.00% |
| Lucidworks | 3.20% |
| LuminosoTechnologies Inc | 0.01% |
| Manage Mobility | 27.00% |
| Manhattan Software | 2.75% |
| MarkLogic | 7.88% |
| Rubrik, Spectra Logic, | 0.01% |
| Metalogix Software US, Inc Products- Tier 1 | 2.73% |
| Metalogix Software US, Inc Products- Tier 2 | 3.47% |
| Metalogix Software US, Inc Products- Tier 3 | 64.35% |
| Metalogix Software US, Inc Maintenance- Tier 1 | 2.40% |
| Metalogix Software US, Inc Maintenance- Tier 2 | 3.47% |
| Metalogix Software US, Inc Professional Services | 4.68% |
| Metalogix Software US, Inc Services | 2.73% |
| Micro Focus- Tier 1 | 0.00% |
| Micro Focus- Tier 2 | 1.92% |
| Micro Focus- Tier 3 | 12.45% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Micro Focus- Tier 4 | 26.30% |
| Micro Focus- Tier 5 | 80.01% |
| MiserWare License- Tier 1 | 22.92% |
| MiserWare License- Tier 2 | 48.27% |
| MiserWare License- Tier 3 | 58.46% |
| MiserWare Services | 22.92% |
| MobilePD | 1.02% |
| Modria | 1.26% |
| MongoDB Products and Services Tier 1 | 3.00% |
| MongoDB Products and Services Tier 2 | 4.45% |
| MotionDSP | 2.99% |
| mPower Innovations Products- Tier 1 | 0.00% |
| mPower Innovations Products- Tier 2 | 1.12% |
| mPower Innovations Maintenance | 1.12% |
| mPower Innovations Professional Services | 2.07% |
| All Other mPower Innovations Products and Services | 0.00% |
| MySQL | 23.82% |
| NCS Technologies | 8.16% |
| Next Level Security Systems Products- Tier 1 | 1.01% |
| Next Level Security Systems Products- Tier 2 | 13.11% |
| New Relic | 1.00% |
| NewSci | 1.00% |
| nlyte Software | 2.75% |
| Knowmadix | 5.00% |
| Novodynamics | 3.03% |
| Nuance | 2.00% |
| Nutanix | 4.16% |
| Oblong | 3.03% |
| OC Systems Products | 1.77% |
| OC Systems Support and Services | 11.85% |
| Oculis Labs | 3.69% |
| Omnilink | 1.17% |
| OpenSGI | 2.33% |
| OpenText- Tier 1 | 2.33% |
| OpenText- Tier 2 | 14.97% |
| OpenText- Tier 3 | 58.84% |
| Optensity | 3.54% |
| Palette | 3.00% |
| Palo Alto | 8.00% |
| Pentaho Products- Tier 1 | 0.27% |
| Pentaho Products- Tier 2 | 1.92% |
| PermitRocket | 2.00% |
| Pernix Data | 2.00% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Ping Identity | 2.00% |
| piXlogic | 2.99% |
| Pivotal Products | 3.00% |
| Pivotal Services | 0.00% |
| platfora | 0.01% |
| Precise | 4.54% |
| Precise Biometrics Inc. | 1.52% |
| Premier Technology Advisors | 8.00% |
| Progress Software | 1.22% |
| Proofpoint | 5.00% |
| QlikTech Inc. | 0.75% |
| QlikView- Tier 1 | 0.00% |
| QlikView- Tier 2 | 1.02% |
| Quality Technology Services | 0.75% |
| Qualtrics | 1.00% |
| Quantum4D | 2.63% |
| ReadSpeaker | 3.00% |
| RealEyes Connect LLC | 3.44% |
| Recommind | 0.01% |
| Recorded Future | 2.63% |
| Red Hat- Tier 1 | 0.00% |
| Red Hat- Tier 2 | 10.20% |
| Red Hat- Tier 3 | 20.44% |
| Red Hats- Tier 4 | 28.03% |
| Red Hat Training | 0.77% |
| Revere Data | 2.57% |
| ReversingLabs | 0.01% |
| Riskonnect Tier 1 | 0.00% |
| Riskonnect Tier 2 | 15.00% |
| Rubrik | 5.00% |
| SafeNet | 0.00% |
| Salesforce | 2.21% |
| Samsung | 33.67% |
| Samsung Knox | 2.00% |
| SAP | 0.00% |
| SAP- Concur | 1.00% |
| [S] Cube | 2.00% |
| SDL Government | 6.26% |
| Seamlessdocs | 4.00% |
| SecureWorks | 1.00% |
| Sensics | 1.53% |
| Seros | 4.54% |
| ServiceNow | 0.50% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| SevOne Products | 1.89% |
| SevOne Maintenance and Services | 0.97% |
| Shavlik | 0.51% |
| Skyport Systems | 2.00% |
| SOA Software | 2.63% |
| Socrata | 3.00% |
| Solix | 11.85% |
| Sonim | 2.00% |
| Spectra Logic | 1.00% |
| Splunk | 1.26% |
| Stealthbits | 2.63% |
| Symantec Products and Services- Tier 1 | 0.00% |
| Symantec Products and Services- Tier 2 | 0.51% |
| Symantec Products and Services- Tier 3 | 1.09% |
| Symantec Products and Services- Tier 4 | 10.00% |
| Symantec Products and Services- Tier 5 | 20.19% |
| Symantec Products and Services- Tier 6 | 40.29% |
| Symantec Products and Services- Tier 7 | 50.00% |
| Symantec Products and Services- Tier 8 | 70.75% |
| Symantec Products and Services- Tier 9 | 83.59% |
| Tableau | 0.70% |
| Tasktop | 0.01% |
| Teradici | 18.37% |
| TerraGo | 2.99% |
| Tetra 4D | 2.83% |
| Text to Them | 4.00% |
| Thales e-Security | 2.00% |
| Thetus | 2.99% |
| ThinLaunch Software LLC | 2.62% |
| Tintri | 0.27% |
| TouchShare | 0.00% |
| TransUnion | 8.16% |
| Tripwire Tier 1 | 0.00% |
| Tripwire Tier 2 | 3.06% |
| Tripwire Tier 3 | 12.00% |
| Tripwire Maintenance and Services | 2.00% |
| Trustwave | 9.00% |
| Typesafe | 23.18% |
| Venafi Tier 1 | 7.00% |
| Venafi Tier 2 | 10.00% |
| Venafi Tier 3 | 12.00% |
| Veracode | 2.63% |
| Verdiem | 0.95% |

| Manufacturer | Proposed TCPN Discount |
|---|---|
| Verisys- Tier 1 | 0.00% |
| Verisys- Tier 2 | 0.00% |
| Veritas Products and Services- Tier 1 | 0.00% |
| Veritas Products and Services- Tier 2 | 0.51% |
| Veritas Products and Services- Tier 3 | 1.09% |
| Veritas Products and Services- Tier 4 | 10.00% |
| Veritas Products and Services- Tier 5 | 20.19% |
| Veritas Products and Services- Tier 6 | 40.29% |
| Veritas Products and Services- Tier 7 | 50.00% |
| Veritas Products and Services- Tier 8 | 70.75% |
| Veritas Products and Services- Tier 9 | 83.59% |
| Veritone | 1.00% |
| Viewfinity | 14.08% |
| Virtru | 1.02% |
| Virtual Instruments Tier 1 | 1.00% |
| Virtual Instruments Tier 2 | 4.00% |
| Virtuestream | 1.02% |
| Vision Genesis | 1.02% |
| VMware Inc.- Tier 1 | 0.00% |
| VMware Inc.- Tier 2 | 1.02% |
| VMware Inc.- Tier 3 | 5.10% |
| VMware Inc.- Tier 4 | 12.01% |
| WhiteCanyon Software | 2.03% |
| Workshare Technology Tier 1 | 2.00% |
| Workshare Technology Tier 2 | 8.00% |
| WPI Services | 0.01% |
| x Matters | 7.06% |
| Xceedium Inc. | 0.01% |
| xXsigo Systems | 4.39% |