

**EC America - Contract # 01-137
Discount Table**

Manufacturer Name	Product Category	Product Type	NCPA Discount (includes Fee)	Additional Notes, if applicable
Abtech Technologies	SVC	Professional Services (VAR)	20%-45%	Discount dependent upon level of Services needed
Adtran	ALL	ALL	3.06%	
Agent 50	ALL	ALL	1.26%	
Airvine	ALL	ALL	3.00%	
Alcatel Lucient Enterprise (ALE)	HW	Hardware	32.95%	
Alcatel Lucient Enterprise (ALE)	HW MNT, MNT, SVC, TR	Hardware Maintenance, Maintenance, Service, Training	2.76%	
American Fibertek	ALL	ALL	5.00%	
Arctic Wolf	ALL	ALL	5.00%	
Arrow Intelligent Solutions (AIS)	SVC	Professional Services (VAR)	21%-28%	Discount dependent upon level of Services needed
Azul	SUB	Subscription	1.65%	
Azul	SUB	Subscription P/N: ZL1PL-SP	50.93%	Discount applied to P/N: ZL1PL-SP only
Black Kite	ALL	ALL	1.26%	
Black Point Holdings	ALL	ALL	5.00%	
Blue Prism	ALL	ALL	2.04%	
BlueCat	HW, HW MNT, SUB, LIC, MNT	Hardware, Hardware Maintenance, Subscription, License, Maintena	8.61%	
BlueCat	SVC	Services	3.84%	
BlueCat	TR	Training	7.69%	
BlueShift	SUB, HW	Subscription, Hardware	5.00%	
Bob.ai	SUB	Subscription	2.27%	
Bob.ai	SVC	Services	0.25%	
Canonical	ALL	ALL	2.27%	
CBT Nuggets	ALL	ALL	2.00%	
CheckMarx	LIC/LICT/SUB/TR	License, Term Licence, Subscription, Training	1.03%	
CheckMarx	SVC	Services	0.50%	
Cigent	HW	Hardware	1.26%	
Cigent	SUB	Subscription	3.37%	
Cigent	HW	Hardware C4N	1.27%	
Cigent	SUB	Subscription C4N	4.29%	
Cigent	SVC	Services	1.26%	
Coram AI	ALL	ALL	3.00%	
Coupa	ALL	ALL	3.06%	
Coursera, Inc.	SUB	Subscription	1 - 20%	Discounts vary based on courses purchased and volume
Coursera, Inc.	TR	Training	1 - 20%	Discounts vary based ng courses purchased and volume
Datanetiix	SW SVC	Professional Services Software (VAR)	5.00%	
Decision Lens	LICT, LIC, MNT, TR	Term Licence, Licence, Maintenance, Training	4.26%	
Decision Lens	SVC	Services	3.77%	
Dell EMC	ALL	ALL	3.00%	
DG Technology Consulting LLC	SVC	Professional Services (VAR)	Varying	Discounts dependent upon services needed
Directed Analytics	LIC, SUB, LIC, MNT	Licence, Subscription, Term License, Maintenance	2.26%	
Directed Analytics	SVC, TR	Services, Training	1.26%	
Driven Technologies	SVC	Professional Services (VAR)	10.00%	
ePlus	SVC	Professional Services (VAR)	10.00%	
Everfox	ALL	ALL	0.82%-2.89%	Discount dependent upon specific technology tier needed
Exagrid	ALL	ALL	32.31%	
FNTS	LIC, XaaS	Licence, XaaS	2.46%	
GuidePoint Security LLC	SVC	Professional Services (VAR)	10.00%	
HCMpact	ALL	ALL	3.00%	
Hewlett Packard Enterprise Company	HW	Hardware	8% - 25%	
Hewlett Packard Enterprise Company	HW MNT	Hardware Maintenance	8% - 20%	
Hewlett Packard Enterprise Company	LIC	License	18% - 25%	
Hewlett Packard Enterprise Company	LICT	Term License	8% - 25%	
Hewlett Packard Enterprise Company	MNT	Maintenance	6% - 25%	
Hewlett Packard Enterprise Company	SUB	Subscription	18% - 25%	
Hewlett Packard Enterprise Company	SVC	Services	8% - 25%	
Hewlett Packard Enterprise Company	TR	Training	18%	
Hewlett Packard Enterprise Company	XaaS	XaaS	18%	

**EC America - Contract # 01-137
Discount Table**

Manufacturer Name	Product Category	Product Type	NCPA Discount (includes Fee)	Additional Notes, if applicable
Hirevue	ALL	ALL	4.48%	
Hitachi Vantara	HW	ALL	3.00%	
Hook Security	ALL	ALL	3.00%	
Huber & Associates	SVC	Professional Services (VAR)	3.0%-10.0%	Discount varies by level of service needed
IBM-Rational	LIC	License	15% - 18%	
IBM-Rational	LICT	Term License	15%	
IBM-Rational	MNT	Maintenance	11% - 18%	
IBM-Rational	HW, XaaS, TR			
Infor	LICT, CLD	Term Licence, Cloud	8.16%	
Infor	LIC, MNT	Licence, Maintenance	25.21%	
Invite Networks	SVC	Professional Services (VAR)	5.00%	
Ixia/Keysight	ALL	ALL	1.5% - 4.3%	Discount varies by Technology Needed
Keeper Security	ALL	ALL	1.26%	
Lantronix	ALL	ALL	1.50%	
LogRhythm	HW	Hardware	1.55%	
LogRhythm	HW MNT	Hardware Maintenance	3.74%	
LogRhythm	SUB	Subscription	3.74 - 3.9%	Varies slightly based on sku
LogRhythm	MNT	Software Maintenance	3.5 - 3.10%	Varies slightly based on SUB purchase
LogRhythm	XaaS	XaaS	4%	
LogRhythm	TR	Training	4.1%	
LogRhythm	SVC	Services	4.1%	
Mainline	SVC	Professional Services (VAR)	10.00%	
Maria DB	ALL	ALL	2.00%	
Morpheus	ALL	ALL	4.00%	
N4Mative	SVC	Professional Services (VAR)	10.00%	
NetApp	NetApp Categories	HW, HW MNT, LIC, LICT, SUB, MNT, SVR, TR	18%	
NetScout	HW	Hardware	10.61%	
NetScout	HW MNT	Hardware Maintenance	8.38%	
NetScout	LIC	License	16.20%	
NetScout	MNT	Maintenance	8.38%	
NetScout	SVC	Services	0.54%	
NetScout	TR	Training	0.10%	
Next Earth Solutions LLC	ALL	ALL	1.26%	
NILE	ALL	ALL	15.00%	
Nutanix	HW	Hardware	7.30%	
Nutanix	HW MNT	Hardware Maintenance	7.30%	
Nutanix	LIC	License	7.30%	
Nutanix	LICT	Term License	7.30%	
Nutanix	MNT	Software Maintenance	7.30%	
Nutanix	SVC	Services	7.30%	
Nutanix	TR	Training	7.30%	
NVIDIA	ALL	ALL	3.00%	
On2IT	ALL	ALL	5.0%-10.0%	Discount varies by need; Contact for pricing specs
Park Place Technologies	SVC	Services	15.00% - 20.00%	Discount varies upon Customization and specs needed
Palo Alto Networks	HW, LIC, SUB	Hardware, Licensen, Subscription	5.79%	
Palo Alto Networks	HW MNT, MNT, SVC, TR	Hardware Maintenance, Maintenance, Service, Training	2.67%	
Precisely	ALL	ALL	10.0%-40.0%	Discount varies by Category/Tier
Procore	ALL	ALL	3.00%	
Quantum	ALL	ALL	1.00%-3.00%	Discount varies by Category/Tier
Quest Media & Supplies	SVC	Professional Services (VAR)	1.00%-10.00%	Discount dependent upon Customizations needed
Qumulo	ALL	ALL	3.00%	
Red Seal	HW, HW MNT	Hardware, Hardware Maintenance	8.93%	
Red Seal	LIC	License	18.57%	
Red Seal	SUB, MNT	Subscription, Maintenance	19.60%	
Red Seal	TR, SVC	Training, Services	5.79%	
Relativity	ALL	ALL	3.06%	

**EC America - Contract # 01-137
Discount Table**

Manufacturer Name	Product Category	Product Type	NCPA Discount (includes Fee)	Additional Notes, if applicable
Riverbed	HW	Hardware	6.12%	
Riverbed	HW MNT	Hardware Maintenance	7.76%	
Riverbed	LIC	License	6.12%	
Riverbed	LICT/SUB	Term License/Subscription	6.12%	
Riverbed	MNT	Software Maintenance	7.76%	
Riverbed	SVC	Services	1.99 - 7.76%	Discount varies based on type of service and training
Rubrik	ALL	ALL	3.00%	
Spirent	ALL	ALL	3.91%	
SuperMicro	ALL	ALL	3.00%	
Superna	ALL	ALL	3.00%	
Tanium	HW	Hardware	4.96%	
Tanium	HW MNT	Hardware Maintenance	4.96%	
Tanium	LIC/SUB	License/Subscription	4.96%	
Tanium	MNT	Maintenance	4.96%	
Tanium	SVC	Services	4.96%	
Tanium	TR	Training	4.96%	
Tego Data Solutions	SVC	Professional Services (VAR)	8.00%	
Tenable	LICT/SUB	Term License/Subscription	2.04%	
Tenable	LIC	License	2.04%	
Tenable	XaaS	XaaS	2.04%	
Tenable	MNT	Maintenance	2.04%	
Tenable	SVC	Services	2.04%	
Tenable	TR	Training	2.04%	
Terralogic Technology Services	SVC	Professional Services (VAR)	10.00%	
ThinkOn	SVC	Services	10.00%	
Tommy TQL	SVC	Professional Services (VAR)	10.00%	
UKG	HW MNT	Hardware Maintenance	8.00-20.00%	Discount varies by Technology Needed
Urban Sync Tehnologies	SVC	Professional Services (VAR)	5.00%	
Varonis	ALL	ALL	4.00%-9.00%	Discount varies by Technology Needed
VAST	ALL	ALL	3.00%	
ALL	ALL	ALL	3.00%	
Veeam	LIC/SUB	License/Subscription	10.00%	
Veeam	MNT	Software Maintenance	2.00%	
Versabadge	ALL	ALL	3.00%	
Winslow Technology Group	SVC	Professional Services (VAR)	5.00%	
Xigent	SVC	Professional Services (VAR)	5.00-9.00%	Discount based on Customization
Xiologix	SVC	Professional Services (VAR)	5.00%	
Z7 Solutions	SVC	Professional Services (VAR)	5.00%	
Zero Eyes	ALL	ALL	2.27%	
Zero Fox	LICT, SUB, MNT, XAAS	Term License, Subscription, Maintenance, XaaS	2.27%	
ZeroFox	TR, SVC	Training, Services	0.25%	
Zifino	ALL	ALL	5.00%	
Zinfinity	SVC	Professional Services (VAR)	20.00%	