Table 5. Iron Bow Minimum Discounts by OEM

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
American Power Conversion Corp. (APC)	All	12%								
Apple, Inc.	Notebooks	3%	Desktop	3%	Ipads	1%	Acessories	2%	Apple Care	1%
Aruba	Hardware	24%								
Asylon	All	2%	All	5%						
Ava security	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Avaya, Inc.	Software	4%								
Axis Communications AB	Hardware (Network)	10%	Software	10%	Security Licenses	5%				
Belkin International, Inc.	Hardware (Accessories)	3%								
Canon, Inc.	All	1%								
Centegix	CrisisAlert Annual Per Site Pricing	12%	Gateway	2%	Badges	2%	Hubs, Strobes, Locating beacon, Outdoor Kit, Scanner, intercom, Cellular wireless backup, Map rendering, Hub Cover	2%		
Checkpoint Software Technologies Ltd.	Software	14%	Renewal	2%						
CHIEF	All	1%								

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Ciena Corp.	OEM, IRM; Waveserver Software Licenses - E1	1%	6500 Photonics, MSPP and MISC COMMONS; RLS, ELS - F	24%	Waveserver (Commons and 100G) F1	28%	6500 Software -F2	47%	PLOPT A, 6500 100G/40G/10 G, T-series, Packet Transport System (PTS), 81xx, DCO - J	21%
	Implementation & Consulting services; Maintenance services, Training	6%	Packet Networking (39xx/51xx); PLOPT-E - L	36%	PLOPTF, Packet Networking SFPs/XFPs - 67	42%	ESM Software; 38xx; Intel XCVR - u	26%	2150, 2110 - y	52%
Cisco Systems, Inc.	Hardware	36%	Software	20%	SmartNet Total Care	13%	A Flex	12%	UCS Hardware	42%
	UCS SmartNet	13%	SmartNet Total Care 1 year	13%	SmartNet Total Care 3 year	15%	SmartNet Total Care 5 year	18%	Advanced Services	1%
Citrix Systems, Inc.	All	2%								
Cognyte software	Software	1%								
Cohesity, Inc.	Data protection and storage	5%	Software	5%	Hardware	5%				
CommVault Systems, Inc.	Software	8%	Maintenance	1%	Services	2%	Training	2%		
CrowdStrike, Inc.	All	8%								
Dell, Inc.	Precision Mobile	31%	Latitude	31%	XPS	1%	Rugged	28%	Chrome Education	28%
	Chrome Enterprise	28%	Optiplex	32%	Precision Workstations	31%	Dell Thin Clients	17%	Alienware Aurora	2%

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Dell, Inc. - Data Center	1 Socket Servers	31%	2 Socket Servers	42%	4 Socket Servers	42%	1 Socket Tower Servers	31%	FX	42%
	PowerVault	38%	Dell EMC SC	38%	MD	38%	Data Protection	41%		
Dell, Inc. - Monitors	P Series Monitors	15%	E Series Monitors	15%	U Series Monitors	15%	Conference Monitor	15%		
Eaton Corp.	Hardware	8%								
Elasticsearch, Inc.	All	2%								
Extron Electronics	All	3%								
F5 Networks, Inc.	All	4%								
Gallagher security	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Genetec	Hardware (Network)	2%	Software	2%	Services	2%	Security Licenses	2%		
Gigamon Systems, LLC	All	1%								
Hanwha	Hardware (Network)	3%	Software	3%	Services	3%	Security Licenses	3%		
Hewlett Packard Enterprise Co.	Servers	24%	Enterprise Storage	31%	Hyperconverged	31%				
HP, Inc.	Servers	25%	Client	28%	Storage	25%				
IBM Corp.	SaaS	1%	Non-SaaS	1%						
Intel Corp.	All	1%								
Intel Security Group (McAfee)	All	12%								
Ixia	All	2%								
Jabra Corp.	Hardware	2%								
Juniper Networks, Inc.	Hardware	22%	Software	22%	Support	7%				
Lenel S2	Hardware (Network)	3%	Software	3%	Security Licenses	3%				

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Lexmark International, Inc.	All	4%								
LG Corp.	All	1%								
Logitech, Inc.	All	13%								
Microsoft Corp.		1%								
NetApp, Inc.	All	10%								
Nutanix, Inc.		10%								
Palo Alto Networks, Inc.	Products	12%	Cloud Delievered Security Services	12%	PANW premium support	6%	Partner Enablement Premier Support (ASC)	1%	Partner Enablement Premier Support (non-ASC)	6%
	Proff Services	1%	Backline Bundles (Non-ASC)	13%	Prisma Cloud	2%				
Panasonic Corp.	All	12%								
Pexip AS	Software	15%	Support	5%	Installation	5%	Services	5%		
Planar Systems, Inc.	All	5%								
Plantronics, Inc.	All	5%								
Poly.	DC2	3%	DC3	5%	DC4	7%	DC6	17%	DC8	22%
	DC10	27%	DC11	14%	DC12	32%	DC13	32%		
Polycom, Inc.	All	2%								
Pure Storage, Inc.	All	6%								
Qognify	Software	3%	Services	3%	Security Licenses	3%				
Quest Software, Inc.	All	1%								
Red Hat, Inc.	Software	4%	Ansible	4%						
Riverbed Technology, Inc.	All	1%								

Manufacturer (OEM)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)	Product Category	Min Discount (%)
Ruckus Wireless, Inc.	Hardware	8%	Software	6%	Maintenance	4%				
Samsung Group	All	1%								
Sharp Corp.		20%								
Silver Peak Systems, Inc.	All	24%								
Skyline Advanced Technology Services	Services	25%								
SMART Technologies Corp.	All	2%								
Sole Source Technology, LLC	Software	25%	Hardware	15%						
Splunk, Inc.	All	5%								
Symantec Corp. (Broadcom)	Software	1%	Services	1%	Training Credits	1%				
Tenable Network Security, Inc.	All	5%								
Tripp Lite	All	10%								
Veeam Software	All	5%								
VMware, Inc.	All	4%								
Western Digital Corp.	All	2%								
Xerox Corp.	Products	2%								
Zoom Corp.	Meetings	7%								
Zscaler	All	10%								