

2019 - 2022 RFP Discount Pricing

Product Category	VMware	Palo Alto Networks	AWS	HPE	Veeam	Dell
Software Licenses:	19%			20%	5%	
1 Year Subscription		8%				
2 Year Subscription		12%				
3 Year Subscription		20%				
4 Year Subscription		20%				
5 Year Subscription						
Support (SnS):						
1 Year Subscription	3%	5%		20%	3%	5%
2 Year Subscription	4%	8%		22%	4%	6%
3 Year Subscription	12%	18%		25%	5%	7%
4 Year Subscription	13%	18%		27%	7%	8%
5 Year Subscription	15%	18%		30%	9%	10%
Managed Services						5%
End User Computing	5%					
Cloud Subscription Services	7%	5%	2%			
Training:						
Level 1 (0 -150)	3%	5%		10%		
Level 2 (151 -600)	12%	5%		10%		
Level 3 (601 – 1,200)	17%	5%		10%		
Level 4 (1,201+)	22%	5%		10%		
Professional Services						
Level 1 (0- 150)	3%	5%		10%		
Level 2 (151 – 600)	12%	5%		10%		
Level 3 (601 – 1,200)	17%	5%		10%		
Level 4 (1,201+)	22%	5%		10%		
Hardware		5%		1%		