

APPENDIX C
PRICING INDEX
DIR-SDD-1589

Manufacturer	Product Description	DIR Customer Discount
IBM	SAN Switch Components, DS3000, Component MES's, Entry Tape Libraries, Hardware License Code, NSeries, Tape Media	22%
IBM	Midrange Storage, Midrange Tape Library, Midrange Tape Drives, SVC	40%
IBM	DS6000, DS8000, Enterprise Tape Library, Enterprise Tape Drives, DR550	50%
Falconstor	NSS, VTL, CDP, and FDS Appliances	20%
Scale Computing	ICS and iSN1000	15%
Services		
Cima Solutions	Assessment, Installation, and Operational	15%
Scale Computing	Installation Services	0
Scale Computing	Maintenance Services	5%
Falconstor	Installation Services	0
Falconstor	Maintenance Services	5%
IBM	Installation Services	0
IBM	Maintenance Services	8%