

DIR-CPO-5279 New Tech Solutions, Inc. (VAR) APPENDIX C PRICING INDEX		
Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Adobe:		
Cumulative Licensing Program (CLP) Education Membership	Level 3 Points target: 100,000+ points	10.00%
Cumulative Licensing Program (CLP) Government Membership	Level 2 Points target: 300,000+ points	10.00%
This Contract covers the entire Adobe Catalogue of products and Related Services plus any and all government and education volume licensing MSRP special Discount programs.		10.00% Discount Depending on the Type of Software License negotiated
Novell Master License Agreement:		
Education License and Value Added Service	MLA Level 5	2.00%
Government License and Value Added Service	MLA Level 5	2.00%
Service Description	DIR Customer Discount % off MSRP	Service Unit
Training	2.00%	Per Day
Installation	2.00%	Per Hour
Configuration	2.00%	Per Hour
Project Management	2.00%	Per Hour
Implementation	2.00%	Per Hour or Per Day
Novell - Security Fortify Premium Edition Suite Subscription SW E-LTU - 1 Year Term maintenance	2.00%	Annually
Novell - Fortify Content for Subscription maintenance	2.00%	Annually
Novell - Security WebInspect for 1 Named User Subscription SW E-LTU - 1 Year Term maintenance	2.00%	Annually
Novell - Fortify Content for Subscription maintenance	2.00%	Annually
PLEASE NOTE: All prices quoted to Customers shall include the administrative fee. The administrative fee = .75% x Customer Price		