SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serive Unit		MSRP	DIR Customer Discount % off MSRP	DII	R Customer Price
Associate Engagement Manager	Implementation Services	N/A	P/hour	\$	245.00	7.00%	\$	229.56
Engagement Manager	Implementation Services	N/A	P/hour	\$	300.00	7.00%	\$	281.09
Sr. Engagement Manager	Implementation Services	N/A N/A	P/hour	\$	320.00	7.00%	\$	299.83
Or. Engagement Manager	implementation services	IN/A	P/IIOUI	Φ	320.00	7.00%	٠	299.63
Principal Engagement Manager	Implementation Services	N/A	P/hour	\$	340.00	7.00%	\$	318.57
Program Director	Implementation Services	N/A	P/hour	\$	395.00	7.00%	\$	370.11
Solution Architect	Implementation Services	N/A	P/hour	\$	321.00	7.00%	\$	300.77
Business Process Consultant	Implementation Services	N/A	P/hour	\$	270.00	7.00%	\$	
Dusiness i rocess Consultant	implementation services	IN/A	P/IIOUI	Φ	270.00	7.00%	\$	252.98 267.04
Sr. Business Process Consultant Principal Business Process	Implementation Services	N/A	P/hour	\$	285.00	7.00%	Ş	207.04
Consultant	Implementation Services	N/A	P/hour	\$	300.00	7.00%	\$	281.09
Practice Director	Implementation Services	N/A	P/hour	\$	395.00	7.00%	\$	370.11
Associate Tech Consultant	Implementation Services	N/A	P/hour	\$	245.00	7.00%	\$	229.56
Tech Consultant	Implementation Services	N/A	P/hour	\$	270.00	7.00%	\$	252.98
Sr. Tech Consultant	Implementation Services	N/A	P/hour	\$	290.00	7.00%	\$	271.72
Principal Tech Consultant	Implementation Services	N/A	P/hour	\$	365.00	7.00%	\$	342.00
Adopting a Platform Owner	implementation services	IV/A	1711001	Ψ	000.00	7.0070	7	342.00
Mindset Workshop (APOM) –								
Private	Training	PROD14862	P/Session	\$	20,000.00	7.00%	\$	18.739.50
riivate	Trailing	PROD14802	F/Session	٦	20,000.00	7.00%	٦	18,733.30
Adopting a Platform Owner								
Mindset Workshop (APOM) – Public	Training	PROD14861	P/Session	\$	1,700.00	7.00%	\$	1,592.86
Authorized Training Partner -		1110011001	1700001011	7	1,700.00	7.0070	7	1,332.00
CloudLab (Hourly)	Training	PROD22439		\$	0.50	7.00%	\$	0.47
Authorized Training Partner - eBook		TRODZZ433		7	0.50	7.0070	7	0.47
(One Time)	Training	PROD22438	P/Session	\$	600.00	7.00%	\$	562.19
Certified Technical Architect - Exam	Truming	1110022430	1700001011	7	000.00	7.0070		302.13
Voucher (per individual)	Exam	PROD15546	P/Session	\$	6,000.00	7.00%	\$	5,621.85
Certified Workflow Architect –		1110013340	17000001	7	0,000.00	7.0070	~	3,021.03
Customer & Industry Workflows	Training	PROD23680	P/Session	\$	4,000.00	7.00%	\$	3,747.90
	l l		.,	т.	.,	110071	-	5,11100
Configuration Review Professional	Training	PROD11863	P/Session	\$	2,000.00	7.00%	\$	1,873.95
			.,	T		1100/1	-	_,
Customer Service Management								
Fundamentals Training (3 days) -								
Private (maximum of 16 attendees)	Training	PROD15543		\$	18,000.00	7.00%	\$	16,865.55
Customer Service Management	1			Ė				•
Fundamentals Training (3 days) -								
Public (per attendee)	Training	PROD15542		\$	2,400.00	7.00%	\$	2,248.74
Customer Success - 1 Day Add-On				Ť	•			•
CSE	Training	PROD11856	P/Session	\$	9,000.00	7.00%	\$	8,432.78
Customer Success - 1 Day Add-On	1							
SA	Training	PROD11857	P/Session	\$	9,000.00	7.00%	\$	8,432.78
					-			
Digital Full Catalog Learning Access	Training	PROD23688	P/Session	\$	3,000.00	7.00%	\$	2,810.93
Digital Fundamentals Learning								
Access	Training	PROD23687	P/Session	\$	1,500.00	7.00%	\$	1,405.46
								•
EMEA Experience Tour (One Time)	Training	PROD22301	P/Session	\$	1,499.00	7.00%	\$	1,404.53
Enterprise Training Agreement -								
Foundations Tier		PROD23686		\$	125,000.00	7.00%	\$	117,121.88
				Ť				
ERP Customization Mining Starter –				1				
ERP Systems Connected (Term				1				
Software, Monthly)	Training	PROD19230	P/Session	\$	8,333.33	7.00%	\$	7,808.12
Government Learning Credit (per				Ť				
credit, 1 year term) ( billed based								
on consumption)	Learning Credit	PROD17230	P/Credit	\$	1.00	7.00%	\$	0.94
ILT Private 1 Day Workshop	Training	PROD20467	P/Session	\$	6,000.00	7.00%	\$	5,621.85
, , ,	_ <u> </u>	DD OD 20 466	D/C : - :-			- aaa/		
ILT Public 1 Day Workshop	Training	PROD20466	P/Session P/Session	\$	800.00	7.00%	\$	749.58

Impact Advanced - MSP Dedicated Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published SOO) price is not the Customer's Final price.  Impact Advanced - Package (per S1000 CACV) (Monthly)  Impact Advanced - Package (per S1000 CACV) (Monthly)  Impact Advanced - Package (per S1000 CACV) (Monthly)  Impact Advanced - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's final price.  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (S560,000) (Priced Monthly, 1 Year Term) (The published S0.01 price is not the Customer's aggregate ACV; or (2) (S560,000) (Priced Monthly, 1 Year Term) (The published S0.01 price is not the Customer's aggregate ACV; or (2) (S560,000) (Priced Monthly, 1 Year Term) (The published S0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (S560,000) (Priced Monthly, 1 Year Term) (The published S0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Publ	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serive Unit		MSRP	DIR Customer Discount % off MSRP	DII	R Customer Price
greater of either (1) 19% of the customer's final price)  Impact Advanced - Msc Pedicated Impact Advanced - Package (per S1000 CACV) (Monthly) 1 Year Term) (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's final price.  Impact Advanced - Public Sector (Us) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV, or (2) (SS60,000) (Price Monthly). Year Term) (The published S0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (Us) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD19956 P/Session \$ 0.01 7.00% \$ 12	Impact Advanced - Public Sector								
Customer's Aggregate ACV, or (2)	(US) Purchase price will be the								
	greater of either (1) 19% of the								
Term) (The published \$0.01 price is not the Customer's final price)   Training   PROD16510   P/Session   \$ 0.01   7.00%   \$	customer's aggregate ACV; or (2)								
Impact Advanced - MSP Dedicated Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published SOLD price is not the Customer's End Price will be the greater of either (1) 19% of the customer's Final price.   Training	(\$560,000) (Priced Monthly, 1 Year								
Impact Advanced - MSP Dedicated instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's final price.   Training	Term) (The published \$0.01 price is								
Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's AcAV Annual Contract Value. (The published SO.01 price is not the Customer's final price	not the Customer's final price)	Training	PROD16510	P/Session	\$	0.01	7.00%	\$	0.01
Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's Properties of the Customer's final price.  Impact Advanced - Package (per 51000 CACV) (Monthly)  Training PROD16290 P/Session \$ 190.00 7.00% \$ 17 Instanced - Package (per 51000 CACV) (Monthly)  Training PROD16290 P/Session \$ 200.00 7.00% \$ 18 Instanced - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published S0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (SS60,000) (Priced Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD17338 P/Session \$ 200.00 7.00% \$ 18 Inspact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD19956 P/Session \$ 0.01 7.00% \$ 100 Inspact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD17338 P/Session \$ 200.00 7.00% \$ 18 Inspact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 18 Inspact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 28 Inspact Advanced - Public Sector (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 28 Inspact Advanced - Public Sector (VS) (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 28 Inspace Advanced Public Sector (VS) (VS) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)									
Term) - Purchase Price will be 19% of customer's GACV (Monthly)  Training PROD20564 P/Session \$ 190.00 7.00% \$ 17 (Monthly)  Training PROD16290 P/Session \$ 200.00 7.00% \$ 18 (Monthly)  Impact Advanced - Package (Per S1000 CACV) (Monthly)  Training PROD16290 P/Session \$ 200.00 7.00% \$ 18 (Monthly)  Impact Advanced - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's SACV Annual Contract Value, (The published S0.01 price is not the Customer's final price.  Training PROD20561 P/Session \$ 190.00 7.00% \$ 17 (Monthly)  PROD16290 P/Session \$ 190.00 7.00% \$ 17 (Monthly)  PROD16290 P/Session \$ 190.00 7.00% \$ 18 (Monthly) 1 Year Term) - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (SS60,000) (Priced Monthly, 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16906 P/Session \$ 0.01 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16906 P/Session \$ 200.00 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16906 P/Session \$ 200.00 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16906 P/Session \$ 300.00 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16906 P/Session \$ 300.00 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16908 P/Session \$ 300.00 7.00% \$ 18 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD16908 P/Session \$ 300.00 7.00% \$ 28 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 28 (Monthly 1 Year Term) (The published S0.01 price is not the Customer's final price)	Impact Advanced - MSP Dedicated								
of customer's CACV Annual Contract Value. (The published So.01 price is not the Customer's final price.  Training PROD20564 P/Session \$ 190.00 7.00% \$ 17 impact Advanced - Package (per \$1000 CACV) (Monthly)	Instance v2 (Priced Monthly 1 Year								
Contract Value. (The published \$0.01 price is not the Customer's final price.  Training	Term) - Purchase Price will be 19%								
\$0.01 price is not the Customer's final price.  Training	of customer's CACV Annual								
Training	Contract Value. (The published								
Impact Advanced - Package (per   Salo00 CACV) (Monthly)	\$0.01 price is not the Customer's								
Sand		Training	PROD20564	P/Session	\$	190.00	7.00%	\$	178.03
Impact Advanced - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Training  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (S56,00,00) (Priced Monthly, 1 Year Term) (The published 50.01 price is not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (S56,000) (Priced Monthly, 1 Year Term) (The published 50.01 price is not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training  PROD16906  P/Session  \$ 300.00  7.00%  \$ 28	Impact Advanced - Package (per								
Priced Monthly 1 Year Term   Purchase Price will be 19% of the customer's final price   Training   PROD19561   P/Session   \$ 190.00   7.00%   \$ 17	\$1000 CACV) (Monthly)	Training	PROD16290	P/Session	\$	200.00	7.00%	\$	187.40
Priced Monthly 1 Year Term -   Purchase Price will be 19% of tecustomer's CACV Annual Contract   Value. (The published \$0.01 price is not the Customer's final price.   Training   PROD20561   P/Session   \$ 190.00   7.00%   \$ 17									
Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20561  PROD20561  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$ 18  PROD19956  P/Session  \$ 200.00  7.00%  \$ 18  PROD19956  P/Session  \$ 200.00  7.00%  \$ 18  PROD19956  P/Session  \$ 200.00  7.00%  \$ 28  PROD19956  P/Session  \$ 300.00  7.00%  \$ 28  PROD19956  P/Session  \$ 300.00  7.00%  \$ 28	Impact Advanced - Package v2								
customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session \$ 200.00 7.00% \$ 18  PROD17338  P/Session \$ 300.00 7.00% \$ 28	(Priced Monthly 1 Year Term) -								
Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training  PROD19956  PROD19956  P/Session  \$ 190.00  7.00%  \$ 17  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  PROD19956  P/Session  \$ 10.01  PROD19956  P/Session  \$ 0.01  PROD19956  P/Session  \$ 0.01  PROD19956  P/Session  \$ 0.01  PROD19956  P/Session  \$ 0.01  PROD19956  P/Session  \$ 0.00  P/Session  P/Session  P/Session	Purchase Price will be 19% of								
not the Customer's final price.  Training  PROD20561  P/Session  \$ 190.00  7.00%  \$ 17  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year  Term) (The published \$0.01 price is not the Customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year  Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	customer's CACV Annual Contract								
Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (5560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (5560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (5560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's aggregate ACV; or (2) (5560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session \$ 300.00 7.00% \$ 28	Value. (The published \$0.01 price is								
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (5560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  PRO	not the Customer's final price.	Training	PROD20561	P/Session	\$	190.00	7.00%	\$	178.03
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  PRO									
greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  PROD19966  P/Session  PROD19966  P/Session  PROD19966  P/Session  PROD19966  P/Session  PROD19966  P/Sessi									
customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training PROD17338 P/Session \$ 300.00 7.00% \$ 28									
(\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	· · · · · · · · · · · · · · · · · · ·								
Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  Training  PROD16906  P/Session  Training  PROD17338  P/Session  Training  PROD17338  P/Session  Training  PROD17338  P/Session  Training  PROD17338  P/Session  Training									
not the Customer's final price)  Training  PROD19956  P/Session  \$ 0.01  7.00%  \$  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	[ · · · · · · · · · · · · · · · · · · ·								
Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18									
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	not the Customer's final price)	Training	PROD19956	P/Session	\$	0.01	7.00%	\$	0.01
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	Impact Advanced - Public Sector								
greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	· ·								
customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	j., ,								
(\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	l .								
Term) (The published \$0.01 price is not the Customer's final price)  Impact Advanced - Public Sector (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18	99 9								
not the Customer's final price)  Training  PROD16906  P/Session  \$ 200.00  7.00%  \$ 18  Impact Advanced - Public Sector  (US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	l., , ,,								
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price) Training PROD17338 P/Session \$ 300.00 7.00% \$ 28		Training	PROD16906	P/Session	\$	200.00	7.00%	\$	187.40
(US) v2 - Purchase price will be the greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	Impact Advanced - Public Sector								
greater of either (1) 19% of the customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28									
customer's aggregate ACV; or (2) (\$560,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price) Training PROD17338 P/Session \$ 300.00 7.00% \$ 28	[ · · · ·								
(\$560,000) (Priced Monthly, 1 Year         Term) (The published \$0.01 price is not the Customer's final price)       Training       PROD17338       P/Session       \$ 300.00       7.00%       \$ 28	· · ·				1				
Term) (The published \$0.01 price is not the Customer's final price)  Training  PROD17338  P/Session  \$ 300.00  7.00%  \$ 28	,								
not the Customer's final price) Training PROD17338 P/Session \$ 300.00 7.00% \$ 28	l ·								
	'' '	Training	PROD17338	P/Session	\$	300.00	7.00%	<b> </b> \$	281.09
DUNDON BUYON DE LUM I	Impact Advanced - Public Sector		1		Ė			Ė	
(US) v3 - Purchase price will be the									
greater of either (1) 20% of the					1				
CACV; or (2) five hundred and sixty	· · ·								
thousand dollars (\$560,000) (Priced									
		Training	PROD22567	D/Session	ė	0.01	7 00%	ا د	0.01

SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serive Unit	ı	MSRP	DIR Customer Discount % off MSRP	Customer Price
(US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 19% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's							
final price.	Training	PROD20566	P/Session	\$	190.00	7.00%	\$ 178.03
Impact Base	Training	PROD16378	P/Session	\$	0.01	7.00%	\$ 0.01
Impact Guided - MSP Dedicated Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 9% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.	Training	PROD20563	P/Session	\$	90.00	7.00%	\$ 84.33
Impact Guided - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 9% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the							
Customer's final price.  Impact Guided - Public Sector (US)  Purchase price will be the greater of either (1) 9% of the customer's aggregate ACV; or (2) (\$12,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)	Training	PROD20560  PROD16586	P/Session	\$	90.00	7.00%	\$ 0.01
Impact Guided - Public Sector (US) Purchase price will be the greater of either (1) 9% of the customer's aggregate ACV; or (2) (\$12,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)	Training	PROD16511	P/Session	\$	280.00	7.00%	\$ 262.35
Impact Guided - Public Sector (US) v2 - Purchase price will be the greater of either (1) 9% of the customer's aggregate ACV; or (2) (\$12,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)	Training	PROD20067	P/Session	\$	0.01	7.00%	\$ 0.01
Impact Guided - Public Sector (US) v2 - Purchase price will be the greater of either (1) 9% of the customer's aggregate ACV; or (2) (\$12,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)	Training	PROD16928	P/Session	\$	20.00	7.00%	\$ 18.74
Impact Guided - Public Sector (US) v2 - Purchase price will be the greater of either (1) 9% of the customer's aggregate ACV; or (2) (\$12,000) (Priced Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)	Training	PROD16928	P/Session	\$	60.00	7.00%	\$ 56.22

122   Purchase price will be the customer's aggregate ACV; or (2) (SL2000)   Purced forms   Fund	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART	Serive Unit	MSRP	DIR Customer	DIR Customer
122   Purchase price will be the customer's aggregate ACV; or (2) (SL2000)   Purced forms   Fund			NUMBER			Discount % off MSRP	Price
greater of either (1) 9% of the customer's final price) (512,000) (Price Monthly, 1 year Term) (Price published 50.01 price is not the Customer's final price) (70,000) (70,00	Impact Guided - Public Sector (US)						
Customer's aggregate ACV, or (2) ESE2.000   Price North   2 year   Term  The published Sou 1 price is not the Customer's final price   Impact South Price will be 2 year   Training   PROD18725   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   Training   PROD2560   P/Session   South Price will be 2 year   South Price will be 2 yea	v2 - Purchase price will be the						
SEX_000  (Priced Monthly, 1 Year Term)   Training   PRODIB725   P/Session   \$ 300.00   7.00%   \$ 281.09	greater of either (1) 9% of the						
Term) (The published 5.0.0 price is not the Customer's final price) impact Survival Price with the United States of Survival Price with Survival P	customer's aggregate ACV; or (2)						
not the Customer's final price) migrac visiouser virous sector (vo.) 32 - Purchase price will be the greater of either (J.10 Mor the CACV. or (2) twelve thousand five (52,000) [Priced Monthly, 1 vera Term) migract Guided - Public Sector (VS) 32 [Priced Monthly, 1 vera Term) migract Guided - Public Sector (VS) 32 [Priced Monthly 1 vera Term) migract Guided - Public Sector (VS) 32 [Priced Monthly 1 vera Term) migract Guided - Public Sector (VS) 32 [Priced Monthly 1 vera Term) migract Guided - Public Sector (VS) 33 [Priced Monthly 1 vera Term) migract Guided - Public Sector (VS) 34 [Priced Monthly 1 vera Term) migract Guided - Public Sector (VS) 34 [Priced Monthly 1 vera Term) migract Support Great (Priced Monthly 1 vera Term) migract Support Great (Priced Monthly 1 vera Term) migract Termical Governance and Architecture Add-on migract Termical Covernance and Architecture Add-on migract Termical Covernance and Architecture Add-on migract Termical Processing Sector (US) vs.  ### PROD20565 ### PROD20566	(\$12,000) (Priced Monthly, 1 Year						
Value   Valu							
greater of either (1) 10% of the CACV or (2) these thousand five (\$12,000) (Priced Monthly, 1 Year Term) Impact Guided - Public Sector (US) v3 (Priced Monthly, 1 Year Term) - Purchase Price will be 29% of customer's CACV Annual Contract Value (The published S.0.01 price is not the Customer's final price. Impact Technical Scoremance and Architecture Add-on mayner training PROD20588 P/Session \$ 29,166.67 7.00% \$ 27,328.44 Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value (The published S.0.01 price is not the Customer's Inal price) Impact Technical Scoremance and Architecture Add-on mayner training PROD20588 P/Session \$ 29,166.67 7.00% \$ 27,328.44 Monthly, 1 Year Term) (The published S.0.01 price is not the Customer's CACV Annual Contract Value (The published S.0.01 price is not the Customer's CACV Annual Contract Value (The published S.0.01 price is not the Customer's Gall price) Impact Technical Scoremance and Architecture Add-on mayner training PROD20565 P/Session \$ 280.00 7.00% \$ 27,328.44 Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value (The published S.0.01 price is not the Customer's Gall price is not the Customer	not the Customer's final price)	Training	PROD18725	P/Session	\$ 300.00	7.00%	\$ 281.09
CACV. or (2) Invelve thousand five (\$12,000) (Priced Monthly, 1 Year Term)	v3 - Purchase price will be the						
	greater of either (1) 10% of the						
Training	CACV; or (2) twelve thousand five						
Impact Guided - Public Sector (US)   3   Priced Monthly 1 Year Term   - Purchase Price will be 28% of customer's final price impact Flatform Adoption and Strategy Adorf Contract Value. (The published SO.01 price is not the Customer's final price)   Training   PROD20587   Priced Monthly, 1 Year Term   Training   PROD20587   Priced Monthly, 1 Year Term   Training   PROD20587   Priced Monthly, 1 Year Term   Training   PROD20588   Priced Monthly, 1 Year Term   Purchase Price will be 28% of customer's GACV Annual Contract Value. (The published SO.01 price is not the Customer's final price.   Training   PROD20565   Priced Monthly 1 Year Term   Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published SO.01 price is not the Customer's final price.   Training   PROD20565   Priced Monthly, 1 Year Term   Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published SO.01 price is not the Customer's final price.   Training   PROD20565   Priced Monthly, 1 Year Term   Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published SO.01 price is not the Customer's final price.   Training   PROD20562   Priced Monthly, 1 Year Term   Purchase Price will be the Sector (US) v3   Purchase price will be the Sector (US) v3   Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published SO.01 price is not the Customer's So.000   Priced Monthly, 1 Year Term   Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published SO.01 price is not the Customer's So.000   Priced Monthly, 1 Year Term   Purchase Price will be 28% of customer's So.000   Priced Monthly, 1 Year Term   Purchase Price will be 28% of Customer's So.000   Priced Monthly, 1 Year Term   Purchase Pric	(\$12,000) (Priced Monthly, 1 Year						
v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price. Infaining         Training         PROD20559         P/Session         \$ 90.00         7.00%         \$ 84.33           Value (The published 50.01 price is not the Customer's final price. Impact Platform Adoption and Strategy Add-on on the Customer's final price.         Training         PROD20587         P/Session         \$ 29,166.67         7.00%         \$ 27,328.44           Monthly, 1 Year Term) (The published \$0.01 price is not the Customer's final price)         Training         PROD16659         P/Session         \$ 0.01         7.00%         \$ 0.01           Impact Technical Governance and Architecture Add Cart - value (The published So.01 price is not the Customer's Final price.         Training         PROD20588         P/Session         \$ 29,166.67         7.00%         \$ 27,328.44           Sol Optice is not the Customer's Final price.         Training         PROD20588         P/Session         \$ 29,166.67         7.00%         \$ 27,328.44           Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published So.01 price is not the Customer's Final price.         Training         PROD20565         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Total - Public Sector (US) V3 Proced Monthly, 1 Year Term) - Purchase Price will be the greater o	Term)	Training	PROD22569	P/Session	\$ 0.01	7.00%	\$ 0.01
Purchase Price will be 9% of customer's CACV Annual Contract Value, (The published S0.01 price is not the Customer's final price. Impact Platform Adoption and Strategy Add-on might Surprise and PRODZ0559   PiSession   \$ 90.00   7.00%   \$ 27,328.44   Monthly, 1 Year Term) (The published S0.01 price is not the Customer's final price)   Training   PRODZ0587   PiSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly, 1 Year Term) (The published S0.01 price is not the Customer's final price)   Training   PRODZ0588   PiSession   \$ 0.01   7.00%   \$ 0.01   Minagt Technical Governance and Architecture Add-on might received by the published S0.01 price is not the Customer's CaCV Annual Contract Value, (The published S0.01 price is not the Customer's final price.   Training   PRODZ0565   PiSession   \$ 280.00   7.00%   \$ 262.35   Minagt Technical price.   Training   PRODZ0562   PiSession   \$ 280.00   7.00%   \$ 262.35   Minagt Total - Public Sector (US) v3 - Purchase price will be 28% of customer's CaCV Annual Contract Value, (The published S0.01 price is not the Customer's final price.   Training   PRODZ0562   PiSession   \$ 280.00   7.00%   \$ 262.35   Minagt Total - Public Sector (US) v3 - Purchase price will be 28% of customer's final price.   Training   PRODZ0562   PiSession   \$ 280.00   7.00%   \$ 262.35   Minagt Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV, or (2) five hundred and sixty thousand dollars (558.00) (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value, (The published S0.01 price is not the Customer's final price.   Training   PRODZ0568   PiSession   \$ 280.00   7.00%   \$ 262.35   Minaget Platform Performance Add-on   Training   PRODZ0589   PiSession   \$ 280.00   7.00%   \$ 262.35   Minaget Platform Performance Add-on   Training   PRODZ0589   PiSession   \$ 280.00   7.00%   \$ 262.35   Minaget Platform Performance Add-on   PiSession   \$ 280.00   7.00%   \$ 280.16   \$ 280.16   \$ 280.16   \$ 280.16   \$ 280.16   \$ 280.	Impact Guided - Public Sector (US)						
PRODZ0587   PiSession   Production   Produ	v3 (Priced Monthly 1 Year Term) -						
Value_(The published 50.01 price is not the Customer's final price.         PROD20559         P/Session         \$ 90.00         7.00%         \$ 84.33           Impact Platform Adoption and Strategy Add-on morbid, 1 Year Term) (The published 50.01 price is not the Customer's final price.         Training         PROD20587         P/Session         \$ 29,166.67         7.00%         \$ 27,328.44           Monthly, 1 Year Term) (The published 50.01 price is not the Customer's final price.         Training         PROD20588         P/Session         \$ 0.01         7.00%         \$ 0.01           Impact Technical Governance and Architecture Add-on myspec-room may reserved.         Training         PROD20588         P/Session         \$ 29,166.67         7.00%         \$ 27,328.44           Instance V2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.         Training         PROD20565         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Total - Public Sector (US) v3-Purchase price will be 28% of customer's final price.         Training         PROD20562         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Total - Public Sector (US) v3-Purchase price will be 28% of customer's final price.         Training         PROD20562         P/Session         \$ 0.01         7.00%         \$ 0.01	Purchase Price will be 9% of						
International price in the Customer's final price impact Platform Adoption and Strategy Add on Impact Platform Adoption and Strategy Add on Impact Platform Adoption and Strategy Add on Impact Customer's final price in the Customer's final price in Cust	customer's CACV Annual Contract						
Impact Patform Adoption and Strategy Add-on   Fraining   PROD20587   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly, 1 Year Term) (The published SO.01 price is not the Customer's final price)   Training   PROD20588   PrSession   \$ 0.01   7.00%   \$ 0.01   Monthly Training   PROD20588   PrSession   \$ 0.01   7.00%   \$ 0.01   Monthly Training   PROD20588   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 29,166.67   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 280.00   7.00%   \$ 27,328.44   Monthly Training   PROD20588   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20565   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20565   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20562   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20562   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20562   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20562   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 0.01   7.00%   \$ 0.01   Monthly Training   PROD20568   PrSession   \$ 0.01   7.00%   \$ 0.01   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly Training   PROD20568   PrSession   \$ 280.00   7.00%   \$ 262.35   Monthly	Value. (The published \$0.01 price is						
Strategy Add-on   Training   PROD20587   P/Session   \$ 29,166.67   7,00%   \$ 27,328.44	not the Customer's final price.	Training	PROD20559	P/Session	\$ 90.00	7.00%	\$ 84.33
Monthly, 1 Year Term)   Training   PROD16559   P/Session   \$ 0.01   7.00%   \$ 0.01	Strategy Add-on	Training	PROD20587	P/Session	\$ 29,166.67	7.00%	\$ 27,328.44
published \$0.01 price is not the Customer's final price.  Training							
Training	· · · · · · · · · · · · · · · · · · ·						
Impact Technical Governance and Architecture Add-on   Training   PROD20588   P/Session   \$ 29,166.67   7.00%   \$ 27,328.44	· '						
Architecture Add-on   Training   PROD20588   P/Session   \$ 29,166.67   7.00%   \$ 27,328.44	' '	Training	PROD16659	P/Session	\$ 0.01	7.00%	\$ 0.01
Instance v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20565  P/Session  \$ 280.00  7.00%  \$ 262.35  Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20562  P/Session  \$ 280.00  7.00%  \$ 262.35  Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly). Tyear Term)  Training  PROD20568  P/Session  \$ 0.01  7.00%  \$ 0.01  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20588  P/Session  \$ 280.00  7.00%  \$ 262.35  P/Session  \$ 0.01  7.00%  \$ 0.01  Training  PROD20588  P/Session  \$ 280.00  7.00%  \$ 11,712.19  Impact Platform Performance Add- on  Training  PROD20589  P/Session  \$ 12,500.00  7.00%  \$ 11,712.19  Impact Platform Performance Add- on  Training  PROD20589  P/Session  \$ 299.00  7.00%  \$ 5,621.85  Knowledge 2021 Connect Pass  Knowledge 2021 Connect Pass  Knowledge 2023, Add-On: Now  Learning (2 days)  Conference  PROD18923  P/Pass  \$ 995.00  7.00%  \$ 380.00	· ·	Training	DDODOGGG	D/Cassian	¢ 20.100.07	7.00%	¢ 27.220.44
Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training PROD20565 P/Session \$ 280.00 7.00% \$ 262.35   Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training PROD20562 P/Session \$ 280.00 7.00% \$ 262.35   Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract value. (The published \$0.01 price is not the Customer's final price.  Impact Platform Performance Addonn Training PROD20588 P/Session \$ 280.00 7.00% \$ 262.35   Impact Platform Performance Addonn Training PROD20589 P/Session \$ 12,500.00 7.00% \$ 262.35   Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract value. (The published \$0.01 price is not the Customer's final price.  Impact Platform Performance Addonn Training PROD20589 P/Session \$ 280.00 7.00% \$ 262.35   Impact Platform Performance Addonn Training PROD15526 P/Pass \$ 299.00 7.00% \$ 5.621.85   Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price Price PROD15526 P/Pass \$ 299.00 7.00% \$ 280.16   Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - PROD15526 P/Pass \$ 299.00 7.00% \$ 280.16   Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - PROD15526 P/Pass \$ 299.00 7.00% \$ 280.16   Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - PROD15526 P/Pass \$ 299.00 7.00% \$ 280.16   Impact Total - Public Sector (US) v3 (Priced Monthly	mipact rotal - Wish Dedicated	Trailing	PROD20366	F/3622011	\$ 29,166.67	7.00%	\$ 27,326.44
of customer's CACV Annual Contract Value. (The published So.0.1 price is not the Customer's final price.  Training  PROD20565  P/Session  \$ 280.00  7.00%  \$ 262.35  Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20562  P/Session  PROD20562  P/Session  \$ 280.00  7.00%  \$ 262.35  P/Session  \$ 280.00  P/Session  \$	, , ,						
Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 - Price will be 28% of customer's content value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 - Price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Problem Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Problem Price will be 28% of customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Te	· '						
\$0.01 price is not the Customer's final price.  Training PROD20565 P/Session \$ 280.00 7.00% \$ 262.35    Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price.  Training PROD20562 P/Session \$ 280.00 7.00% \$ 262.35    Training PROD20562 P/Session \$ 0.01 7.00% \$ 0.01    Training PROD20568 P/Session \$ 0.00 7.00% \$ 0.00    Training PROD20568 P/Session \$ 0.00 7.00% \$ 0.00    Training PROD20569 P/Session \$ 0.00 7.00% \$ 0.00    Training PROD12466 P/Session \$ 0.00 7.00% \$ 0.00    Training PROD12569 P/Session \$ 0.00 7.00% \$ 0.00    Training PROD1556 P/Session \$ 0.00 7.00% \$ 0.00    Training							
final price.	, ,						
Impact Total - Package v2 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published 50.01 price is not the Customer's final price.  Impact Platform Performance Addon Training PROD20588 P/Session \$ 280.00 7.00% \$ 262.35 P/Session Price Willows Price Will							
Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20562  P/Session  \$ 280.00  7.00%  \$ 262.35  Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Training  PROD22568  P/Session  \$ 0.01  Training  PROD22568  P/Session  \$ 0.01  Training  PROD22568  P/Session  \$ 0.01  Training  PROD2058  P/Session  \$ 280.00  7.00%  \$ 0.01  Training  PROD2058  P/Session  \$ 280.00  7.00%  \$ 11,712.19  Jumpstart Your Upgrade Service  Knowledge 2021 Connect Pass  Knowledge 2021, Add-On: Now Learning (2 days)  Conference  PROD18923  P/Pass  \$ 995.00  7.00%  \$ 332.29	final price.	Training	PROD20565	P/Session	\$ 280.00	7.00%	\$ 262.35
Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Impact Platform Performance Addon Training PROD20589 P/Session \$ 280.00 7.00% \$ 262.35  PROD18923 P/Pass \$ 299.00 7.00% \$ 280.16  PROD18923 P/Pass \$ 995.00 7.00% \$ 3932.29	Impact Total - Package v2 (Priced						
CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price.  Training  PROD20562  P/Session  \$ 280.00  7.00%  \$ 262.35  Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Training  PROD22568  P/Session  PROD22568  P/Session  \$ 0.01  Training  PROD22568  P/Session  \$ 0.01  Training  PROD20589  P/Session  \$ 280.00  Trai	Monthly 1 Year Term) - Purchase						
published \$0.01 price is not the         Training         PROD20562         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Total - Public Sector (US) v3 - Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)         Training         PROD22568         P/Session         \$ 0.01         7.00%         \$ 0.01           Impact Total - Public Sector (US) v3 (Priced Monthly, 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price. Impact Platform Performance Addon         Training         PROD20558         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's final price. Impact Platform Performance Addon         Training         PROD20558         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Platform Performance Addon         Training         PROD20589         P/Session         \$ 12,500.00         7.00%         \$ 11,712.19           Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021, Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16	Price will be 28% of customer's						
Training	CACV Annual Contract Value. (The						
Impact Total - Public Sector (US) v3 -	published \$0.01 price is not the						
Purchase price will be the greater of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Training  PROD22568  P/Session  \$ 0.01  Training  PROD20589  P/Session  \$ 280.00  Training  PROD20589  P/Session  \$ 12,500.00  Training  PROD12466  P/Session  \$ 5,621.85  Rnowledge 2021 Connect Pass  Knowledge 2023, Add-On: Now Learning (2 days)  Conference  PROD18923  P/Pass  \$ 995.00  Training  PROD18923  P/Pass	Customer's final price.	Training	PROD20562	P/Session	\$ 280.00	7.00%	\$ 262.35
of either (1) 30% of the CACV; or (2) five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Training  PROD22568  P/Session  \$ 0.01  Training  PROD20589  P/Session  \$ 280.00  Training  PROD20589  P/Session  \$ 12,500.00  Training  PROD20589  P/Session  \$ 11,712.19  Jumpstart Your Upgrade Service  Knowledge 2021 Connect Pass  Knowledge 2021 Connect Pass  Knowledge 2023, Add-On: Now  Learning (2 days)  Conference  PROD18923  P/Pass  \$ 995.00  Training  PROD2589  P/Pass  \$ 995.00  Training  PROD18923  P/Pass	  Impact Total - Public Sector (US) v3 -						
five hundred and sixty thousand dollars (\$560,000) (Priced Monthly, 1 Year Term)  Training  PROD22568  P/Session  \$ 0.01  Training  PROD20589  P/Session  \$ 280.00  Training  PROD20589  P/Session  \$ 12,500.00  Training  PROD12466  P/Session  \$ 12,500.00  Training  PROD12466  P/Session  \$ 12,500.00  Training  PROD12466  P/Session  \$ 280.16  Training  PROD15526  P/Pass  \$ 299.00  Training  PROD15526  P/Pass  P/Pas	Purchase price will be the greater						
Adollars (\$560,000) (Priced Monthly, 1 Year Term)	of either (1) 30% of the CACV; or (2)						
1 Year Term)	five hundred and sixty thousand						
Impact Total - Public Sector (US) v3 (Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract Value. (The published \$0.01 price is not the Customer's final price. Impact Platform Performance Addon Training PROD20558 P/Session \$ 280.00 7.00% \$ 262.35  Impact Platform Performance Addon Training PROD20589 P/Session \$ 12,500.00 7.00% \$ 11,712.19  Jumpstart Your Upgrade Service Training PROD12466 P/Session \$ 6,000.00 7.00% \$ 5,621.85  Knowledge 2021 Connect Pass Conference PROD15526 P/Pass \$ 299.00 7.00% \$ 280.16  Knowledge 2023, Add-On: Now Learning (2 days) Conference PROD18923 P/Pass \$ 995.00 7.00% \$ 932.29	dollars (\$560,000) (Priced Monthly,						
(Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract       PROD20558       P/Session       \$ 280.00       7.00%       \$ 262.35         Value. (The published \$0.01 price is not the Customer's final price.       Training       PROD20558       P/Session       \$ 280.00       7.00%       \$ 262.35         Impact Platform Performance Addon       Training       PROD20589       P/Session       \$ 12,500.00       7.00%       \$ 11,712.19         Jumpstart Your Upgrade Service       Training       PROD12466       P/Session       \$ 6,000.00       7.00%       \$ 5,621.85         Knowledge 2021 Connect Pass       Conference       PROD15526       P/Pass       \$ 299.00       7.00%       \$ 280.16         Knowledge 2023, Add-On: Now       Learning (2 days)       Conference       PROD18923       P/Pass       \$ 995.00       7.00%       \$ 932.29	1 Year Term)	Training	PROD22568	P/Session	\$ 0.01	7.00%	\$ 0.01
(Priced Monthly 1 Year Term) - Purchase Price will be 28% of customer's CACV Annual Contract       PROD20558       P/Session       \$ 280.00       7.00%       \$ 262.35         Value. (The published \$0.01 price is not the Customer's final price.       Training       PROD20558       P/Session       \$ 280.00       7.00%       \$ 262.35         Impact Platform Performance Addon       Training       PROD20589       P/Session       \$ 12,500.00       7.00%       \$ 11,712.19         Jumpstart Your Upgrade Service       Training       PROD12466       P/Session       \$ 6,000.00       7.00%       \$ 5,621.85         Knowledge 2021 Connect Pass       Conference       PROD15526       P/Pass       \$ 299.00       7.00%       \$ 280.16         Knowledge 2023, Add-On: Now       Learning (2 days)       Conference       PROD18923       P/Pass       \$ 995.00       7.00%       \$ 932.29	Impact Total - Public Sector (IIS) v3						
Purchase Price will be 28% of customer's CACV Annual Contract         Value. (The published \$0.01 price is not the Customer's final price.         Training         PROD20558         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Platform Performance Addon         Training         PROD20589         P/Session         \$ 12,500.00         7.00%         \$ 11,712.19           Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021 Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           Knowledge 2023, Add-On: Now         Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29	' '						
customer's CACV Annual Contract         Value. (The published \$0.01 price is not the Customer's final price.         Training         PROD20558         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Platform Performance Addon         Training         PROD20589         P/Session         \$ 12,500.00         7.00%         \$ 11,712.19           Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021 Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           Knowledge 2023, Add-On: Now         Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29	[ ·						
Value. (The published \$0.01 price is not the Customer's final price.       Training       PROD20558       P/Session       \$ 280.00       7.00%       \$ 262.35         Impact Platform Performance Addon       Training       PROD20589       P/Session       \$ 12,500.00       7.00%       \$ 11,712.19         Jumpstart Your Upgrade Service       Training       PROD12466       P/Session       \$ 6,000.00       7.00%       \$ 5,621.85         Knowledge 2021 Connect Pass       Conference       PROD15526       P/Pass       \$ 299.00       7.00%       \$ 280.16         Knowledge 2023, Add-On: Now       Learning (2 days)       Conference       PROD18923       P/Pass       \$ 995.00       7.00%       \$ 932.29							
not the Customer's final price.         Training         PROD20558         P/Session         \$ 280.00         7.00%         \$ 262.35           Impact Platform Performance Addon         Training         PROD20589         P/Session         \$ 12,500.00         7.00%         \$ 11,712.19           Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021 Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           Knowledge 2023, Add-On: Now         Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29							
Impact Platform Performance Add- on         Training         PROD20589         P/Session         \$ 12,500.00         7.00%         \$ 11,712.19           Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021 Connect Pass Knowledge 2023, Add-On: Now Learning (2 days)         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29	· · · · · · · · · · · · · · · · · · ·	  Training	PROD20558	P/Session	\$ 280.00	7.00%	\$ 262.35
Jumpstart Your Upgrade Service         Training         PROD12466         P/Session         \$ 6,000.00         7.00%         \$ 5,621.85           Knowledge 2021 Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           Knowledge 2023, Add-On: Now         Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29		<u> </u>	1 2 2 3 3 3 3 3		,		,
Knowledge 2021 Connect Pass         Conference         PROD15526         P/Pass         \$ 299.00         7.00%         \$ 280.16           Knowledge 2023, Add-On: Now Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29	on						
Knowledge 2023, Add-On: Now         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29							
Learning (2 days)         Conference         PROD18923         P/Pass         \$ 995.00         7.00%         \$ 932.29		Conference	PROD15526	P/Pass	\$ 299.00	7.00%	\$ 280.16
	Learning (2 days)	Conference	PROD18923	P/Pass	\$ 995.00	7.00%	\$ 932.29
	Knowledge 2023, Add-On: Social	Conference	PROD18924	P/Pass	\$ 395.00	7.00%	\$ 370.11

SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serive Unit		MSRP	DIR Customer Discount % off MSRP	DII	R Customer Price
Knowledge 2023, Education	Conference	PROD18920	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Knowledge 2023, Full Conference	Conference	PROD18918	P/Pass	\$	1,795.00	7.00%	\$	1,681.87
Knowledge 2023, Government Knowledge 2023, Group - Tier 1 (2-9	Conference	PROD18919	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
attendees)	Conference	PROD18553	P/Pass	\$	1,495.00	7.00%	\$	1,400.78
Knowledge 2023, Group - Tier 2	Contenence	FROD18555	1 /1 833	۲	1,433.00	7.00%	7	1,400.78
(10+ attendees)	Conference	PROD18553-1	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
Knowledge 2023, One Day	Conference	PROD18921	P/Pass	\$	795.00	7.00%	\$	744.90
Knowledge 2023, Standard - Early								
Bird	Conference	PROD18502	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2024 Full Conference	Conference	PROD20433	P/Pass	\$	1,795.00	7.00%	\$	1,681.87
Knowledge 2024 Full Conference		PD0D20502	D/D	_	4 505 00	7.000/	,	4 404 40
Early Bird	Conference	PROD20592	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2024 Govt/Education	Conference	PROD20596	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Knowledge 2024 Govt/Education	Contenence	110020330	171 433	7	1,233.00	7.0070	<del>                                     </del>	1,213.30
Early Bird	Conference	PROD20594	P/Pass	\$	1,195.00	7.00%	\$	1,119.69
Knowledge 2024 Group 5+	Conference	PROD20595	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2024 Group 5+ Early								
Bird	Conference	PROD20593	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
Knowledge 2024 New Learning								
Knowledge 2024, Now Learning (Per Student) (Note: Can purchase								
only with theproof of purchase of a								
full conference pass.)	Conference	DDOD21995	P/Pass	\$	1 405 00	7.00%	ے ا	1 400 79
Tuli conference pass.)	Conterence	PROD21885	P/Pass	Ş	1,495.00	7.00%	\$	1,400.78
Knowledge 2024, Now Learning								
Early Bird (Per Student) (ends Feb								
29, 2024) (Note: Can purchase only								
with theproof of purchase of a full								
conference pass.)	Conference	PROD21884	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Knowledge 2025 Full Conference	Conference	PROD20434	P/Pass	\$	1,795.00	7.00%	\$	1,681.87
Knowledge 2025 Full Conference							١.	
Early Bird	Conference	PROD20597	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2025 Govt/Education	Conference	PROD20601	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Knowledge 2025 Govt/Education	Conterence	PROD20001	F/Fd55	Ş	1,295.00	7.00%	٦	1,213.30
Early Bird	Conference	PROD20599	P/Pass	\$	1,195.00	7.00%	\$	1,119.69
Knowledge 2025 Group 5+	Conference	PROD20600	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2025 Group 5+ Early					-			
Bird	Conference	PROD20598	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
Knowledge 2025 NOW Learning								
(Per Person)	Conference	PROD22820	P/Pass	\$	1,495.00	7.00%	\$	1,400.78
Knowledge 2025 NOW Learning		DD0D33040	D/D	_	4 205 00	7.000/	,	4 242 20
Early Bird (Per Person) Knowledge 2026 Full Conference	Conference Conference	PROD22819	P/Pass P/Pass	\$	1,295.00 1,795.00	7.00% 7.00%	\$	1,213.38
Knowledge 2026 Full Conference	Conference	PROD20435	P/Pass	Ş	1,795.00	7.00%	) 	1,681.87
Early Bird	Conference	PROD20602	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
20.1, 5.10	- Commercial Commercia	1.11022002	. 7. 400	Ť	2,000.00	710070	Ť	2, 13 11 10
Knowledge 2026 Govt/Education	Conference	PROD20606	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Knowledge 2026 Govt/Education								
Early Bird	Conference	PROD20604	P/Pass	\$	1,195.00	7.00%	\$	1,119.69
Knowledge 2026 Group 5+	Conference	PROD20605	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2026 Group 5+ Early			D/E		4 225 25	7.000/		4 22= 2-
Bird Knowledge 2027 Full Conference	Conference	PROD20603	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
(Per Person)	Conference	PROD22816	P/Pass	\$	1,795.00	7.00%	\$	1,681.87
Knowledge 2027 Full Conference	Contelence	FNODZZ010	F/F455	ې	1,790.00	7.00%	٦,	1,001.07
Early Bird (Per Person)	Conference	PROD22813	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Knowledge 2027 Govt/Education		1		-	_,	1.30/0	+	_, .50
(Per Person)	Conference	PROD22818	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
				İ				
Knowledge 2027 Govt/Education								
Early Bird (Per Person)	Conference	PROD22815	P/Pass	\$	1,195.00	7.00%	\$	1,119.69

SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serive Unit		MSRP	DIR Customer Discount % off MSRP	DI	R Customer Price
Knowledge 2027 Group 5+ (Per								
Person) Knowledge 2027 Group 5+ Early	Conference	PROD22817	P/Pass	\$	1,595.00	7.00%	\$	1,494.48
Bird (Per Person)	Conference	PROD22814	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
Knowledge 21 - Group Pricing				Ė				,
(Government)	Conference	PROD07888	P/Pass	\$	1,395.00	7.00%	\$	1,307.08
Now Assist Private Tier 1 per person (up to 50)	Training	PROD15184	P/Session	\$	20,000.00	7.00%	\$	18,739.50
Now Assist Private Tier 2 per person	Truming	1110515104	1 / 0 0 0 0 1 0 1 1	7	20,000.00	7.0070	7	10,733.30
(51-100)	Training	PROD15185	P/Session	\$	35,000.00	7.00%	\$	32,794.13
Now Assist Private Tier 3 per person (101-300)	Training	PROD15186	D/Cassian	\$	CO 000 00	7.000/	\$	FC 210 FO
(101-300)	Trailing	PROD15186	P/Session	Ş	60,000.00	7.00%	Ş	56,218.50
Now Learning ONLY - Architecture								
Excellence (Per Person)	Training	PROD22682	P/Session	\$	2,500.00	7.00%	\$	2,342.44
ServiceNow Knowledge 2023	Cantarana	W22Tieleet	D/Dees	٦	1 205 00	7.000/	۲	1 212 20
Conference - Government ServiceNow Now Assist	Conference	K23Ticket	P/Pass	\$	1,295.00	7.00%	\$	1,213.38
Fundamentals Training	Training	PROD14840	P/Session	\$	500.00	7.00%	\$	468.49
ServiceNow Now Assist								
Implementers Training ServiceNow® Assure - Fixed Fee	Training	PROD14841	P/Session	\$	600.00	7.00%	\$	562.19
(per \$1000 SOW Tailored)	Training	PROD15070	P/Session	\$	_	7.00%	\$	-
ServiceNow Impact Totál - Public			-	Ė				
Sector (US) v2 (Priced Monthly 1 Year Term) - Purchase Price will be								
128% of customer's CACV Annual								
Contract Value.	Training	PROD19983	P/Session	\$	290.00	7.00%	\$	271.72
ServiceNow Implementation	Trailing	PROD19983	P/Session	Ş	290.00	7.00%	Ş	2/1./2
Bootcamp (5 days) - Public (per								
attendee) with Certification								
Voucher	Training	PROD00116	P/Session	\$	2,995.00	7.00%	\$	2,806.24
ServiceNow® Knowledge 19 - Group Price Tier 2 (20+)	Conference	PROD03239	P/Session	\$	1,295.00	7.00%	\$	1 212 20
ServiceNow® Knowledge 19 - Group	Comerence	PROD03239	F/Session	Ş	1,295.00	7.00%	Ş	1,213.38
Pricing Tier 1 (3-19)	Conference	PROD03236	P/Session	\$	1,395.00	7.00%	\$	1,307.08
ServiceNow® Knowledge 20 - Group	_			١.				
Price Tier 2 (20+) ServiceNow® Knowledge 20 - Group	Conference	PROD03240	P/Session	\$	1,195.00	7.00%	\$	1,119.69
Pricing Tier 1 (3-19)	Conference	PROD03237	P/Session	\$	1,245.00	7.00%	\$	1,166.53
1116.1.2 (0.13)	- Connections	1110200207	.,0000.0	Ť	1)2 13100	710070		1,200.00
ServiceNow® Knowledge 20 - Group								
Pricing Tier 1 (3-19) (Monthly)	Conference	K20GRP-Tier1	K/Session	\$	1,495.00	7.00%	\$	1,400.78
ServiceNow® Learning Credit ServiceNow® Learning Credit	Learning	PROD10761	P/Session	\$	100.00	7.00%	\$	93.70
(Priced Monthly, 1 Year Term)	Learning	PROD15179	P/Session	\$	1.00	7.00%	\$	0.94
ServiceNow® Learning Library - Self-				Ė				
Paced (per user, per year)	Learning	PROD01681	P/Session	\$	1,000.00	7.00%	\$	936.98
ServiceNow® Learning Library for Fulfillers - Self-Paced (per user, per								
vear)	Learning	PROD01682	P/Session	\$	1,000.00	7.00%	\$	936.98
ServiceNow® Success Center		1110201002	.,0000.0	· ·	2,000.00	710070		330.30
Support: Customer Support								
Package Enterprise (Priced						<b>-</b> /		
Monthly, 1 Year Term) ServiceNow® Success Center	Success	PROD09657	P/Session	\$	33,333.33	7.00%	\$	31,232.50
Support: Customer Support								
Package Premier (Priced Monthly, 1								
Year Term)	Success	PROD09659	P/Session	\$	125,000.00	7.00%	\$	117,121.88
ServiceNow® Success Center Support: Customer Support		_		1				
Package Professional (Priced								
Monthly, 1 Year Term)	Success	PROD09656	P/Session	\$	12,500.00	7.00%	\$	11,712.19
ServiceNow® Training - Tailored -				<del>  -</del>	,223.00		ŕ	,
Т&М		PROD00128	P/Session	\$	250.00	7.00%	\$	234.24

SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART	Serive Unit		MSRP	DIR Customer	DI	R Customer
		NUMBER				Discount % off MSRP		Price
Team Digital Learning Access (10							١.	
Users)	Team Learning	PROD23689	P/Session	\$	25,000.00	7.00%	\$	23,424.38
Team Digital Learning Access (25								
Users)	Team Learning	PROD23690	P/Session	\$	50,000.00	7.00%	\$	46,848.75
Team Digital Learning Access (50								
Users)	Team Learning	PROD23691	P/Session	\$	75,000.00	7.00%	\$	70,273.13
Team Digital Learning Access (75								
Users)	Team Learning	PROD23692	P/Session	\$	125,000.00	7.00%	\$	117,121.88
User Adoption - Ready-to-go Packs	Adoption Pack	PROD23681	P/Session	Ś	5,000.00	7.00%	\$	4,684.88
User Adoption (Tier 3)	Adoption Pack	PROD23684	P/Session	Ś	150.000.00	7.00%	\$	140,546.25
User Adoption (Tier 4)	Adoption Pack	PROD23685	P/Session	\$	225,000.00	7.00%	\$	210,819.38
User Adoption (Tier 1)	Adoption Pack	PROD23682	P/Session	\$	40.000.00	7.00%	\$	37,479.00
User Adoption (Tier 2)	Adoption Pack	PROD23683	P/Session	\$	75,000.00	7.00%	\$	70,273.13
US Data Processing for Now Assist	Training	PROD24352	P/Session	\$	-	7.00%	\$	_
Placement Partner Course Kit	Training	PROD24363	P/Session	\$	150.00	7.00%	\$	140.55
User Adoption Add On Day	Training	PROD24364	P/Session	\$	2,200.00	7.00%	\$	2,061.35
Premier Support Account					·			
Management v2 (Monthly)	Training	PROD22708	P/Session	Ś	24,166.67	7.00%	\$	22,643.57
ServiceNow® Lightstep Professional				Ť	•			,
Services Hours (Priced Monthly 1								
Year Term)	Training	PROD17447	P/Session	\$	400.00	7.00%	\$	374.79
ServiceNow® Log Export Service								
Additional 1,000GB – GB (Priced								
Monthly 1 Year Term)	Training	PROD18747	P/Session	\$	5,000.00	7.00%	\$	4,684.88
ServiceNow® Log Export Service								
Starter - 500GB – GB (Priced								
Monthly 1 Year Term)	Training	PROD18746	P/Session	\$	0.01	7.00%	\$	0.01
ServiceNow® Messaging Service				Ť				
Tier 2 (10% Discount) (Priced								
Monthly, 1 Year Term)	Training	PROD16036	P/Session	\$	1.00	7.00%	\$	0.94