

EMC DISCOUNT MATRIX FOR WSCA

	EMC Product Discount Class																		Hardware/Software Maintenance and Warranty Upgrades				
	A	B	C	D1	D2	D3	DD	E	F	G	I	J	K	R1	R2	RS-G	S1	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)	
Level 1 - \$0 to \$5,000,000	44%	23%	34%	23%	23%	23%	15%	15%	2%	0%	0%	2%	15%	7%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 2 - \$5,000,001 to \$10,000,000	45%	24%	35%	24%	24%	24%	16%	16%	2%	0%	0%	2%	16%	8%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 3 - \$10,000,001 to \$20,000,000	46%	25%	36%	25%	25%	25%	17%	17%	2%	0%	0%	2%	17%	9%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 4- \$20,000,001 to \$40,000,000	47%	26%	37%	26%	26%	26%	18%	18%	2%	0%	0%	2%	18%	10%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 5 - \$40,000,001 to \$80,000,000	48%	27%	38%	27%	27%	27%	19%	19%	2%	0%	0%	2%	19%	11%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 6 - Above \$80,000,000	50%	29%	40%	29%	29%	29%	21%	21%	2%	0%	0%	2%	21%	13%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Discount Class

Product Categories

Class A	Hardware –Enterprise (Symmetrix)
Class B	Hardware –Mid-Tier (CLARiiON, Celerra, Centera)
Class C	Hardware –Connectrix
Class D1	Software - Enterprise Platform
Class D2	Software - Mid Tier Platform
Class D3	Software - Multi-Platform
Class DD	EMC Data Domain Hardware/Software
Class E	EMC Avamar Hardware
Class G	Hardware Maintenance
Class F	Professional Services
Class I	Training / Education Services
Class J	AX4 and NX4, Insignia-Retrospect, RSA Storage
Class K	EMC Bus Tech Hardware/Software
Class R1	RSA Hardware/Software
Class R2	RSA Root Signing
Class RS-G	RSA Hardware/Software Maintenance
Class S1	EMC Data Domain Installation
(See Appropriate Column Above)	Hardware Maintenance
(See Appropriate Column Above)	Software Maintenance
(See Appropriate Column Above)	Hardware Warranty

EMC WSCA PER TRANS DISCOUNT

Per Transaction Purchase Achievement Level	% Discount
Level 1 - \$0 to \$500,000	0%
Level 2 - \$500,001 to \$1,000,000	1%
Level 3 - \$1,000,001 and above	2%