| | EMC DISCOUNT MATRIX FOR WSCA | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **EMC Product Discount Class** | | | | | | | | | | | | | | **Hardware/Software Maintenance and Warranty Upgrades** | | | | |
| **Annual Cumulative Purchase Volume Achievement Level** | **A** | **B** | **C** | **D1** | **D2** | **D3** | **DD** | **E** | **F** | **G** | **I** | **J** | **K** | **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% | 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% | 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% | 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% | 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% | 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% | 0% | 0% | 0% | 0% | 0% | 0% |

| **Discount Class** | **Product Categories** |
|---|---|
| Class A | Hardware –Enterprise (Symmetrix,Celerra) |
| Class B | Hardware –Mid-Tier (CLARiiON 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 |
| Class K | EMC Bus Tech Hardware/Software |
| 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% |