



ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201

NOTICE OF RENEWAL

TO: CARAHSOFT TECHNOLOGIES ORIGINAL DATE ISSUED: MARCH 25, 2022
11493 SUNSET HILLS ROAD, SUITE 100 CONTRACT NO: 22-LIB-R-619
RESTON, VA 20190 CONTRACT TITLE: EDUCATIONAL SOFTWARE SOLUTIONS AND SERVICES

THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

The contract documents consist of the terms and conditions of AGREEMENT No. 22-LIB-R-619 including any attachments or amendments thereto.

EFFECTIVE DATE: MARCH 28, 2023
EXPIRES: APRIL 30, 2024
RENEWALS: ONE (1) ONE-YEAR RENEWAL REMAINING.

EMPLOYEES NOT TO BENEFIT:
NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: DEBBY GATTO VENDOR TEL. NO.: (571) 662-3012
EMAIL ADDRESS: DEBBY.GATTO@CARAHSOFT.COM
COUNTY CONTACT: CLARA BROWN (LIBRARIES) COUNTY TEL. NO.: (703) 228-5997
COUNTY CONTACT EMAIL: CBROWN@ARLINGTONVA.US

CONTRACT AUTHORIZATION

THE COUNTY BOARD OF ARLINGTON COUNTY, VIRGINIA CARAHSOFT TECHNOLOGIES

PRINT: DR. SHARON T. LEWIS PRINT: DEBBY GATTO

SIGNATURE: [Signature: Dr. Sharon T. Lewis] SIGNATURE: [Signature: Debby Gatto]

TITLE: PURCHASING AGENT TITLE: Account Manager

DATE: 12/22/2022 DATE: 12/21/2022

Carahsoft Contract # R191902
Educational Software and Value Added Resellers

Manufacturer	Discount off List
[S] Cube	2.00%
10Zig Products Tier 1	2.00%
10Zig Products Tier 2	6.00%
10Zig Products Tier 3	15.00%
10Zig Services	2.00%
3CLogic	0.50%
4iQ Inc.	2.00%
Abbyy	3.00%
Accela Licenses	3.54%
Accela Subscription	0.33%
Accela Training and Support	3.55%
Aconex	3.00%
Acquia	2.38%
Acronis	1.50%
Actiance Maintenance	3.67%
Actiance Products- Tier 1	3.86%
Actiance Products- Tier 2	12.84%
Actiance Professional Services	0.08%
Adaptus LLC	1.00%
ADF Solutions	0.50%
Adobe- Consulting & Training Tier 1	0.00%
Adobe- Consulting & Training Tier 2	2.29%
Adobe- License Tier 1	0.00%
Adobe- License Tier 2	7.50%
Adobe- Maintenance Tier 1	0.00%
Adobe- Maintenance Tier 2	7.51%
Adobe- Other Products Tier 1	0.00%
Adobe- Other Products Tier 2	6.91%
Advologix	0.50%
AgileCraft	2.00%
Akamai Tier 1	19.00%
Akamai Tier 2	24.00%
Akamai Tier 3	35.00%
Alert Logic Maintenance	3.00%
Alert Logic Products	3.00%
Alert Logic Professional Services	3.00%
Alfresco	2.29%
All Other Accela Products and Services	0.33%
All Other Actiance Products and Services	0.08%
All Other Akamai Products and Services	10.00%
All Other Appsense Products and Services	8.00%
All Other Arista Networks Products and Services	0.27%
All Other Autodesk Products and Services	1.30%
All Other Avue Technologies Products and Services	0.59%
All Other Blackbag Technologies Products and Services	1.30%
All Other BMC Products and Services	0.00%
All Other Bomgar Products and Services	0.00%
All Other Box Products and Services	5.00%
All Other EnterpriseDB Products and Services	6.05%
All Other F5 Networks Products and Services	0.47%
All Other I2, Inc Products and Services	2.12%
All Other Identity Automation Products and Services	0.04%
All Other Imation Products and Services	3.97%
All Other Kofax Products and Services	0.00%
All Other mPower Innovations Products and Services	0.00%
Alorica	0.50%
Alteryx	2.00%
ALTR Solutions Inc.	0.50%
Amazon Web Services	0.00%
Anaplan	1.00%

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Manufacturer	Discount off List
Andrews Consulting Group Inc. (ACG)	3.44%
Annese Managed Services	5.00%
Annese Professional Services	5.00%
Apex IT	2.00%
APOS	1.25%
Appbus Inc.	2.00%
Apperian	1.30%
Application Perfection	1.32%
AppSec	8.83%
AppSense Products	12.82%
Appsense Training	8.00%
Apptio	1.00%
Arbola	1.00%
Archive360	0.50%
Arcos	1.00%
Arista Networks Products- Tier 1	0.27%
Arista Networks Products- Tier 2	2.32%
Arista Networks Services & Maintenance	0.27%
ArmorText	0.50%
Arria NLG	0.50%
ASG Technologies	2.00%
ASR Analytics	0.50%
Assima	2.00%
Atlassian	2.00%
Autodesk Maintenance- Tier 1	0.85%
Autodesk Maintenance- Tier 2	7.92%
Autodesk Maintenance- Tier 3	16.79%
Autodesk Products- Tier 1	1.30%
Autodesk Products- Tier 2	11.53%
Autodesk Products- Tier 3	20.45%
AutoRABIT	2.00%
Avecto	2.00%
AvePoint Public Sector Inc.	5.35%
Avepoint Services	3.00%
Avocette	2.00%
Avoka	2.57%
Avue Technologies Products	0.59%
Avue Technologies Subscription	0.75%
Ayasdi, Inc.	2.00%
BackOffice Associates LLC	1.02%
Bayshore Networks	0.50%
Beezy Inc.	0.50%
Bentley	2.00%
BetterGIS	0.50%
BetterUp	0.50%
BigID	0.50%
BlackBag Technologies Licenses	1.30%
BlackBag Technologies Perpetual	13.66%
Blackberry	2.00%
BlackDuck	2.99%
Blackthorn.io, Inc.	0.50%
Blancco	2.00%
BMC Software- Tier 1	0.00%
BMC Software- Tier 2	3.00%
Boeing	1.02%
Bomgar Products- Tier 1	0.00%
Bomgar Products- Tier 2	1.85%
Bomgar Products- Tier 3	3.06%
Bomgar Services	0.00%
Bomgar Support	1.85%

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Manufacturer	Discount off List
Bonfire	0.50%
Boomi	1.00%
Booz Allen Hamilton Inc.	2.00%
Boundless	5.00%
Box Inc. Maintenance	5.00%
Box Inc. Products	17.23%
BoxTone	3.69%
Bravium Consulting Inc.	0.50%
Bright Pattern Inc.	0.50%
Broadcom, Inc.	2.00%
Bromium	0.75%
C2 Labs	0.50%
CA Technologies	2.00%
CAFM Resources	4.54%
Calypso AI Corp.	0.50%
Calypso AI Corp.	0.50%
Canda Solutions	23.18%
Capsule Tech Inc.	0.01%
Carahsoft	0.50%
CareAR	0.50%
CareerBuilder Tier 1	6.71%
CareerBuilder- Tier 2	7.14%
CareerBuilder- Tier 3	8.16%
Carnegie Speech Company	2.33%
Carpathia	8.47%
Case Commons	2.00%
Cellebrite	1.00%
CelWell Services	1.50%
Center for Internet Security (CIS)	3.00%
Centrifuge Systems	2.11%
Centrify	1.00%
Centripetal Networks	2.00%
Certes Network- Tier 1	11.65%
Certes Network- Tier 2	18.11%
Certipath	1.00%
CGI	0.01%
CGI	0.01%
Chainalysis	1.10%
Chiliad Inc.	1.02%
Chooch Intelligence Technologies Co.	0.50%
Cicer One	0.50%
Cideon	2.99%
Ciena Maintenance	8.07%
Ciena Products- Tier 1	7.75%
Ciena Products- Tier 2	12.75%
Ciena Products- Tier 3	38.28%
Ciena Products- Tier 4	41.30%
Ciena Products- Tier 5	50.38%
Ciena Products- Tier 6	58.75%
Ciena Support	8.07%
Cipher Cloud	0.01%
CIS	13.00%
Citibot	0.50%
Clarifai, Inc.	0.50%
Clarifai, Inc.	0.50%
Clariti	0.50%
Class Technologies, Inc	2.00%
Clear Skye	0.50%
ClearCube	0.50%
ClearInsight Solutions	2.00%

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Manufacturer	Discount off List
ClearStory Data	2.00%
Cleversafe Products	2.83%
Cleversafe Services and Training	0.01%
Clockwork-Solutions	8.07%
Cloud Services	5.00%
Cloud SynApps	2.00%
CloudBees, Inc.	2.00%
CloudBolt	2.00%
CloudCheckr	0.50%
CloudCover	0.50%
Cloudera	3.70%
CloudSaver	0.50%
Cloudtamer.io	0.50%
Coalfire	1.00%
Code42	0.50%
Cofense, Inc.	0.50%
CollabNet- Tier 1	0.99%
CollabNet- Tier 2	2.28%
Collibra	0.75%
ComplianceQuest	0.50%
Composite Software	0.01%
Computable Insights LLC	0.01%
ComScore	3.03%
ConduSiv	8.75%
Contrast Security	0.50%
Copado	0.50%
CORASCloud, Inc.	0.50%
Core Security	2.00%
Corporate Reimbursement Services Inc.	3.03%
Coupa	2.00%
Cubic Digital Intelligence	2.90%
CVENT	0.50%
CyanGate	2.00%
Cyber-Ark	18.55%
CyberReef	2.00%
Cybersoft	3.06%
CyCognito Inc.	0.50%
Cylance	1.00%
Cynet	8.00%
D2L	2.00%
DarkOwl, LLC	2.00%
Data Direct Networks- Tier 1	0.00%
Data Direct Networks- Tier 2	2.04%
Data Direct Networks- Tier 3	5.61%
Dataguise	0.00%
Datameer	2.33%
DatAnchor	0.50%
Datanova Scientific LLC	2.00%
Datapipe	0.50%
Datawatch	0.01%
Decipher Technology Studios	0.50%
Decision Lens	0.50%
Deep Instinct	2.00%
Dell	1.50%
Delphix Products- Tier 1	3.44%
Delphix Products- Tier 2	8.47%
Delphix Support and Services	8.47%
Denodo Technologies	2.00%
Digital Era	0.50%
Digital Guardian	2.00%

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Manufacturer	Discount off List
Digital Map	1.00%
Digital Realty	3.01%
Digital Reasoning	3.44%
DigitalBlue Software	0.50%
Discover Technologies LLC	0.50%
DocuSign- Tier 1	0.00%
DocuSign- Tier 2	1.02%
Dreamfactory	3.43%
Earthling Security	0.01%
eCivis	1.00%
Ekahau	2.00%
Elastic	1.00%
ElectrifAi	0.50%
EMC Products- Tier 1	0.00%
EMC Products- Tier 2	1.30%
EMC Products- Tier 3	11.83%
EMC Products- Tier 4	22.15%
EMC Support and Services- Tier 1	0.00%
EMC Support and Services- Tier 2	1.00%
EMC Support and Services- Tier 3	12.76%
EMC Support and Services- Tier 4	22.15%
Emergency Visions	2.33%
Endeca Maintenance- Tier 1	0.00%
Endeca Maintenance- Tier 2	6.46%
Endeca Maintenance- Tier 3	10.20%
Endeca Products- Tier 1	0.00%
Endeca Products- Tier 2	3.96%
Endeca Products- Tier 3	6.08%
Endeca Products- Tier 4	10.20%
Endeca Services	10.35%
Enterprise DB Products- Tier 1	0.99%
Enterprise DB Products- Tier 2	2.28%
Enterprise Elements Inc.	4.54%
Epik Solutions	0.50%
E-Plansoft	3.00%
e-Share	0.50%
eSignifi	0.50%
eSyncTraining Tier 1	0.00%
eSyncTraining Tier 2	3.00%
eSyncTraining Tier 3	6.00%
EVGA- Tier 1	2.29%
EVGA- Tier 2	18.37%
Exabeam	1.00%
Experian	0.74%
Exterro	3.00%
ExtraHop	3.00%
F5 Networks Products- Tier 1	0.47%
F5 Networks Products- Tier 2	1.58%
F5 Networks Products- Tier 3	3.85%
F5 Networks Products- Tier 4	7.26%
F5 Networks Support	0.48%
F5 Networks Training	1.61%
Fidelis Cybersecurity, Inc.	2.00%
FileTrail	0.50%
FireEye- Tier 1	0.90%
FireEye- Tier 2	1.50%
FireEye- Tier 3	4.00%
Flashpoint	0.50%
FlexAnalytics Intel Center Products	0.01%
FlexAnalytics Maintenance	3.03%

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Manufacturer	Discount off List
FlexAnalytics Other Products	3.03%
Flexera	1.50%
Flosum	0.50%
Flow Corporation- Tier One	0.75%
Flow Corporation- Tier Two	2.00%
FogHorn Systems	0.50%
ForceBrain.com	0.50%
Forcepoint	0.50%
ForeScout	2.00%
Forgerock	2.50%
FormAssembly	2.00%
FormStack	0.50%
Fornetix	2.00%
Fortinet Tier One	1.50%
Fortinet Tier Two	3.00%
Forum Systems	2.00%
Fusion-IO- Tier 1	0.00%
Fusion-IO- Tier 2	8.16%
Fusion-IO- Tier 3	19.88%
Genesys	1.26%
Geofeedia	1.00%
Geonorth	0.50%
Geosite	0.50%
Gigamon	0.00%
Gimmal	3.00%
Gimmal	3.00%
Globalscape	3.19%
Golden	0.50%
Golden Recursion Inc.	8.00%
Goldfinger Holdings	0.50%
GoodMaps, Inc.	0.50%
Google	1.00%
Gov Grants	2.00%
Granicus Tier 1	4.00%
Granicus Tier 2	6.00%
GreenAppy	0.75%
Greenlight Group	2.99%
Gridless Tier 1	2.00%
Gridless Tier 2	5.71%
GroundWork Products and Services- Tier 1	2.28%
GroundWork Products and Services- Tier 2	4.69%
H2O.ai, Inc.	0.50%
HashiCorp	1.20%
Haystax	0.75%
HCL	1.20%
Heimdall Data LLC	0.50%
Hexagon Geospatial	0.50%
Hexagon Geospatial	0.50%
Hootsuite Media, Inc.	2.00%
HPE	3.00%
HyperOffice	4.54%
HyTrust	2.99%
I2, Inc Maintenance- Tier 1	3.50%
I2, Inc Maintenance- Tier 2	11.53%
I2, Inc Maintenance- Tier 3	22.38%
I2, Inc Maintenance- Tier 4	30.87%
I2, Inc Products- Tier 1	2.12%
I2, Inc Products- Tier 2	13.58%
I2, Inc Products- Tier 3	20.14%
IBM	1.00%

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Manufacturer	Discount off List
IBM Products- Tier 1	0.00%
IBM Products- Tier 2	0.97%
IBM Products- Tier 3	13.04%
IBM Services	0.00%
iBoss	0.50%
Icaros, Inc.	0.50%
Icertis, Inc.	2.00%
Identity Automation Maintenance	0.04%
Identity Automation Products- Tier 1	0.04%
Identity Automation Products- Tier 2	9.09%
Identity Automation Support- Tier 1	0.04%
Identity Automation Support- Tier 2	9.09%
IKANOW	3.69%
ikeGPS	0.75%
Illume	3.68%
Image Access Corporation	2.00%
iMapData	17.24%
Imation Maintenance	6.03%
Imation Products- Tier 1	2.02%
Imation Products- Tier 2	6.04%
Imperva	2.00%
Imprivata Maintenance	0.38%
Imprivata Products- Tier 1	0.37%
Imprivata Products- Tier 2	7.43%
Imprivata Services	7.47%
Infinera	0.50%
Info Security Corp (ISC)	6.26%
Infoblox Products	10.00%
Infoblox Services	3.00%
INKY	1.00%
Inspired E-Learning	2.00%
Insystech	0.50%
Intact Partners, Inc.	0.50%
Intellective	0.50%
Intergral	3.69%
Intermap Technologies	0.01%
Interset	2.00%
InterWorks, Inc.	2.00%
Inttensity	2.57%
Invincea Maintenance and Services	0.00%
Invincea Products	0.00%
iOra	1.04%
IronKey by Imation	5.22%
IronNet	2.00%
IronNet	2.00%
ITS Partners	0.50%
IX LAYER, Inc.	0.50%
JackBe	2.58%
Jama Software	3.03%
Janya	0.31%
Jive Products	2.42%
Jive Support and Services	2.53%
Kapow Software	2.99%
Keeper Security	10.00%
Keralia	0.50%
Keyavi Data Corp	0.50%
Know Who	1.01%
Knowledge Broker Tier 1	0.00%
Knowledge Broker Tier 2	20.00%
Knowledge Broker Tier 3	40.00%

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Manufacturer	Discount off List
Knowmadix	5.00%
Kofax	1.00%
Kofax Products- Tier 1	2.83%
Kofax Products- Tier 2	14.12%
Kofax Support	14.11%
Kove Corporation	0.75%
Kroll Ontrack Licenses	7.47%
Kroll Ontrack Maintenance	7.41%
Kroll Ontrack Services	0.00%
Kyriba	0.50%
Lanuage Weaver/SDL	13.27%
LaunchPad Careers Inc.	0.01%
Leaptree Limited	0.50%
Learn to Win	0.50%
LeGuard, Inc.	0.50%
LEIDIT LLC	0.50%
Lexicon Technologies Inc.	6.03%
Lexis Nexis	2.00%
LG Electronics	28.57%
Liferay	1.00%
LinkedIn	2.00%
Liquidware Labs License	8.43%
Liquidware Labs Support and Services	8.05%
LiveAction	0.50%
Locality Media	0.50%
Looker	0.50%
Lookout Inc.	8.00%
Lucidworks	3.20%
LuminosoTechnologies Inc	0.01%
Manage Mobility	27.00%
Manhattan Software	2.75%
MapBox	1.50%
MarkLogic	7.88%
Material Security	0.50%
Mattermost	0.50%
McAfee	3.50%
Metalogix Software US, Inc Maintenance- Tier 1	2.40%
Metalogix Software US, Inc Maintenance- Tier 2	3.47%
Metalogix Software US, Inc Products- Tier 1	2.73%
Metalogix Software US, Inc Products- Tier 2	3.47%
Metalogix Software US, Inc Products- Tier 3	64.35%
Metalogix Software US, Inc Professional Services	4.68%
Metalogix Software US, Inc Services	2.73%
Micro Focus- Tier 1	0.00%
Micro Focus- Tier 2	1.92%
Micro Focus- Tier 3	12.45%
Micro Focus- Tier 4	26.30%
Micro Focus- Tier 5	80.01%
Microsoft	1.00%
Millsapps, Ballinger & Associates	2.00%
MiserWare License- Tier 1	22.92%
MiserWare License- Tier 2	48.27%
MiserWare License- Tier 3	58.46%
MiserWare Services	22.92%
MobileMind Technologies	0.50%
MobilePD	1.02%
ModelOp	0.50%
Modria	1.26%
Modzy	0.50%
MongoDB Products and Services Tier 1	3.00%

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Manufacturer	Discount off List
MongoDB Products and Services Tier 2	4.45%
Mosse Security	0.50%
MotionDSP	2.99%
mPower Innovations Maintenance	1.12%
mPower Innovations Products- Tier 1	0.00%
mPower Innovations Products- Tier 2	1.12%
mPower Innovations Professional Services	2.07%
mxHero	0.50%
MySQL	23.82%
NCS Technologies	8.16%
Netfoundry	0.50%
Netography, Inc.	0.50%
New Relic	1.00%
NewSci	1.00%
Next Level Security Systems Products- Tier 1	1.01%
Next Level Security Systems Products- Tier 2	13.11%
Nintex	0.50%
nlyte Software	2.75%
NNT	0.50%
Northwoods	2.00%
Novodynamics	3.03%
Nuance	2.00%
Nucleus Cyber	0.50%
Nutanix	4.16%
Nuvolo Technologies	0.50%
Oblong	3.03%
OC Systems Products	1.77%
OC Systems Support and Services	11.85%
Oculus Labs	3.69%
Odaseva	2.00%
Okta	2.00%
Omnilink	1.17%
Onapsis	1.00%
Onsolve	0.50%
OpenCounter, Inc.	0.50%
OpenSGL	2.33%
OpenText- Tier 1	2.33%
OpenText- Tier 2	14.97%
OpenText- Tier 3	58.84%
Optensity	3.54%
Optezo, Inc.	0.50%
OSaaS LLC	2.00%
Otava	2.00%
OutSystems	1.10%
OwnBackup	0.80%
PagerDuty, Inc.	0.50%
Palette	3.00%
Palo Alto	8.00%
Passage Technology LLC	0.50%
PaymentWorks	0.50%
Pentaho Products- Tier 1	0.27%
Pentaho Products- Tier 2	1.92%
PermitRocket	2.00%
Pernix Data	2.00%
Persado	0.50%
PhoneLiveStreaming	0.50%
Ping Identity	2.00%
Pivotal Products	3.00%
Pivotal Services	0.00%
piXlogic	2.99%

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PlatCore	0.50%
platfora	0.01%
Plauti B.V.	2.00%
Plurilock	2.00%
PowerDMS	1.00%
Precise	4.54%
Precise Biometrics Inc.	1.52%
Premier Technology Advisors	8.00%
Procore Technologies	0.50%
Progress Software	1.22%
Proofpoint	5.00%
ProSymmetry	0.50%
Proven Optics LLC	0.50%
Qadium	2.00%
QlikTech Inc.	0.75%
QlikView- Tier 1	0.00%
QlikView- Tier 2	1.02%
Quality Technology Services	0.75%
Qualtrics	1.00%
Quantifind	0.50%
Quantifind	0.50%
Quantum4D	2.63%
r4 Technologies, Inc.	0.50%
Radiant Logic	0.50%
RangeForce	0.50%
Rapid7	2.00%
ReadSpeaker	3.00%
RealEyes Connect LLC	3.44%
Recommind	0.01%
Recorded Future	2.63%
Red Hat- Tier 1	0.00%
Red Hat- Tier 2	10.20%
Red Hat- Tier 3	20.44%
Red Hat Training	0.77%
Red Hats- Tier 4	28.03%
REI Systems	0.50%
Remediant	0.50%
ReSTNSX, Inc.	2.00%
Revere Data	2.57%
ReversingLabs	0.01%
Rhodos	0.50%
Risklens	2.00%
Risklens	2.00%
Riskconnect Tier 1	0.00%
Riskconnect Tier 2	15.00%
Riverbed	2.00%
RSA	2.00%
Rubrik	5.00%
SafeBreach, Inc.	2.00%
SafeGuard Cyber	0.50%
SafeNet	0.00%
SailPoint	0.50%
Salesforce	2.21%
Samsung	33.67%
Samsung Knox	2.00%
SAP	0.00%
SAP- Concur	1.00%
SchoolBanks, Inc.	0.50%
SDL Government	6.26%
Seamlessdocs	4.00%

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Manufacturer	Discount off List
Secureworks	1.30%
Security Services	5.00%
Sensics	1.53%
SentinelOne	1.50%
SEP TECH	0.50%
Sequoia	0.50%
Seros	4.54%
Sertifi	0.50%
ServiceNow	0.50%
SevOne Maintenance and Services	0.97%
SevOne Products	1.89%
Shavlik	0.51%
Sherpa	0.50%
SimpliGov LLC	1.00%
Skedulo	0.40%
Skyport Systems	2.00%
SKyX Systems Corp	1.00%
Slack	0.50%
Smartsheet	2.00%
SND Software, Inc.	2.00%
Snowflake	2.00%
SOA Software	2.63%
Socrata	3.00%
Softdocs	0.50%
Solarwinds	3.00%
Solix	11.85%
Sonim	2.00%
Spectra Logic	1.00%
Spire Global, Inc.	0.50%
Splashtop	0.50%
Splunk	1.26%
Sprinklr	0.50%
Stave	0.50%
Stealthbits	2.63%
SteriLumen, Inc.	0.50%
Swiftly, Inc.	0.50%
Symantec Products and Services- Tier 1	0.00%
Symantec Products and Services- Tier 2	0.51%
Symantec Products and Services- Tier 3	1.09%
Symantec Products and Services- Tier 4	10.00%
Symantec Products and Services- Tier 5	20.19%
Symantec Products and Services- Tier 6	40.29%
Symantec Products and Services- Tier 7	50.00%
Symantec Products and Services- Tier 8	70.75%
Symantec Products and Services- Tier 9	83.59%
Symmetry Systems	0.50%
Syntasa	1.00%
Tableau	0.70%
Talend USA	0.50%
Talkdesk	0.50%
Tasktop	0.01%
Tecnics Consulting Inc.	0.50%
TelaForce, LLC	0.50%
Tenable	2.00%
Tenfold	2.00%
Tensor Networks	0.50%
Teradici	18.37%
TerraGo	2.99%
Tetra 4D	2.83%
Text to Them	4.00%

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Manufacturer	Discount off List
Thales e-Security	2.00%
Thetus	2.99%
ThinLaunch Software LLC	2.62%
ThreatLocker	0.50%
Throughline	2.00%
Thycotic	0.50%
TimeTrade	0.50%
Tintri	0.27%
TouchShare	0.00%
Traction on Demand	0.50%
TransUnion	8.16%
Tricentis	2.00%
Trimble Inc.	2.00%
Tripwire Maintenance and Services	2.00%
Tripwire Tier 1	0.00%
Tripwire Tier 2	3.06%
Tripwire Tier 3	12.00%
Trustwave	9.00%
Twilio	1.60%
TyGR LLC	0.50%
Typesafe	23.18%
UC innovation Inc	0.50%
Udacity, Inc.	0.50%
UiPath	2.00%
UXStorm	4.00%
Valimail Inc.	0.50%
Vehicle Tracking Solutions	2.00%
Venafi Tier 1	7.00%
Venafi Tier 2	10.00%
Venafi Tier 3	12.00%
Veracode	2.63%
Verdiem	0.95%
Verisys- Tier 1	0.00%
Verisys- Tier 2	0.00%
Veritas Products and Services- Tier 1	0.00%
Veritas Products and Services- Tier 2	0.51%
Veritas Products and Services- Tier 3	1.09%
Veritas Products and Services- Tier 4	10.00%
Veritas Products and Services- Tier 5	20.19%
Veritas Products and Services- Tier 6	40.29%
Veritas Products and Services- Tier 7	50.00%
Veritas Products and Services- Tier 8	70.75%
Veritas Products and Services- Tier 9	83.59%
Veritone	1.00%
Veritone, Inc.	2.00%
Vertiba	2.00%
Viewfinity	14.08%
Village Chif Pty Ltd	0.50%
Vintra	0.50%
Virtru	1.02%
Virtual Forge Inc.	2.00%
Virtual Instruments Tier 1	1.00%
Virtual Instruments Tier 2	4.00%
Virtuestream	1.02%
Vision Genesis	1.02%
Vision-e	0.50%
VMware Inc.- Tier 1	0.00%
VMware Inc.- Tier 2	1.02%
VMware Inc.- Tier 3	5.10%
VMware Inc.- Tier 4	12.01%

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Manufacturer	Discount off List
WalkMe	0.50%
WhiteCanyon Software	2.03%
Wickr	2.00%
Wolters Kluwer	0.50%
Workshare Technology Tier 1	2.00%
Workshare Technology Tier 2	8.00%
WPI Services	0.01%
x Matters	7.06%
Xaqt	0.50%
Xceedium Inc.	0.01%
xxsigo Systems	4.39%
Yansa Labs	0.50%
Yext, Inc.	0.50%
ZenCity	0.50%
ZenCity	0.50%
Zimbra	3.00%
Zoom	1.00%
Zscaler	2.00%