Appendix C Pricing

Enter discounts for publishers *Enter discount and price from publicly available price list for individual titles based on the most current versions*

Publisher	Gov't Discount %	Academic Discount %
ABSOLUTE	25.00%	25.00%
Adobe	1.00%	1.00%
Articulate	5.00%	5.00%
Autodesk	6.00%	6.00%
CA TECHNOLOGIES	5.00%	5.00%
Checkpoint	1.00%	1.00%
Citrix	1.00%	1.00%
CommVault	6.00%	6.00%
Corel	2.00%	5.00%
FARONICS	4.00%	3.00%
Filemaker	5.00%	5.00%
FourWinds	0.00%	0.00%
Google	13.00%	12.00%
IPSwitch	3.00%	3.00%
KOFAX	20.00%	20.00%
McAfee	15.00%	15.00%
Nuance	5.00%	6.00%
ONSSI	15.00%	15.00%
Papercut	10.00%	10.00%
Parallels	10.00%	10.00%
Quest	4.00%	4.00%
Red Hat	4.00%	4.00%
SAP	5.00%	5.00%
SilverPeak	5.00%	6.00%
SMART Technologies	21.00%	10.00%
SOLARWINDS	5.00%	5.00%
SonicWall	16.00%	16.00%
Sophos	14.00%	14.00%
Symantec	21.00%	20.00%
Techsmith	9.00%	9.00%
Tenable	1.00%	1.00%
TREND MICRO	20.00%	20.00%
Veeam	5.00%	5.00%
VERITAS	20.50%	20.50%
VMWare	6.50%	6.50%

Title	Gov't Discount %	Gov't Price $	Academic Discount %	Academic Price $
Absolute DDS	30.00%	$32.17	30.00%	$32.17
Adobe Acrobat Professional	3.54%	$381.99	2.08%	$155.70
Adobe Creative Cloud for Teams	1.12%	$949.17	1.74%	$294.67
Arcserve - CA Technologies	9.46%	$1,363.00	9.46%	$1,363.00
Sharefile - Citrix	27.74%	$69.37	27.74%	$54.04
Citrix XenApp	6.17%	$18.58	29.69%	$18.58
Citrix XenDesktop	25.38%	$447.71	3.11%	$348.80
Citrix XenServer	9.59%	$695.00	3.11%	$595.88
VM Backup - Commvault	8.60%	$959.68	7.61%	$970.10
Draw - Corel	2.74%	$70.00	5.05%	$94.00
Deep Freeze	4.68%	$66.06	3.35%	$33.67
Filemaker Pro	5.69%	$169.75	5.69%	$169.75
Google Chrome Management	20.67%	$119.00	16.67%	$25.00
Whatsup Gold	4.09%	$1,851.56	4.09%	$1,851.56
VitualRescan - Kofax	32.80%	$459.00	32.80%	$459.00
McAfee Complete Endpoint Threat Protection	23.00%	$84.00	23.00%	$84.00
McAfee Endpoint Threat Defense and Response	21.90%	$53.00	21.90%	$53.00
Dragon Naturally Speaking	16.76%	$141.51	16.77%	$141.48
Ocularis - OnSSI	18.35%	$113.50	18.35%	$113.50
Print Management - Papercut	10.00%	$765.00	10.00%	$765.00
Parallels Desktop	18.70%	$65.00	18.70%	$65.00
Quest TOAD for Oracle Base Edition	4.00%	$936.00	4.00%	$936.00
Red Hat Enterprise Linux Server	4.25%	$334.17	4.25%	$334.17
Red Hat Enterprise Linux Developer Suite	4.02%	$95.02	4.02%	$95.02
Crystal Reports	5.09%	$399.57	5.09%	$399.57
Unity Edge Connect - Silver Peak	5.02%	$3,385.00	5.02%	$3,385.00
SolarWinds Network Configuration Manager	9.86%	$3,691.29	9.86%	$3,691.29
Network Performance Monitor - Solar Winds	9.55%	$2,618.40	9.55%	$2,618.40
Sophos Central Endpoint Advanced	14.22%	$44.30	13.04%	$22.00
Symantec Endpoint Protection	27.78%	$13.00	27.78%	$13.00
Symantec Protection Suite Enterprise Edition	28.26%	$33.00	28.26%	$33.00
Snagit	16.18%	$36.00	13.19%	$26.00
Tenable Nessus Professional	1.04%	$2,167.19	1.04%	$2,167.19
Trend Micro Deep Security Network Security	22.52%	$230.51	22.52%	$230.51
Veeam Availability Suite Enterprise for Vmware	5.00%	$1,539.00	5.00%	$1,539.00
Veeam Backup & Replication Enterprise for Vmwa	8.51%	$1,646.81	8.51%	$1,646.81
Veritas NetBackup Enterprise Client	22.32%	$1,786.72	22.32%	$1,786.72
Veritas Backup Exec Agent for Windows	21.30%	$360.10	21.30%	$360.10
VMware vSphere Enterprise Plus Edition	7.26%	$3,241.40	7.26%	$1,944.84
VMware vSphere Essentials Kit	7.26%	$459.09	7.26%	$275.45
Vsphere	7.26%	$922.81	7.26%	$553.68

Please provide link to publicly available price list.
Warranty is software publisher's warranty.
Delivery Terms (If Applicable): F.O.B. Destination.
For purposes of evaluation VITA will create a market basket.

Notes:
1. Discounts proposed above are for the software publisher's products only and are considered minimum discounts.
2. Discounts for manufacturer's professional services vary widely. At this time, Daly can only propose a minimum 1% discount for manufacturer's services.
3. Discounts for manufacturer's license renewals, upgrades, and maintenance vary widely also. At this time, Daly can offer a minimum of a 1% discount for these items.
4. Volume discounts for all of the above may be available with known set quantities, and requirements.
5. Products proposed are based on software manufacturer's government and education price structure. Some manufacturer's government and education programs have minimum purchase requirements at the initial point of sale.
6. Many software publishers/manufacturers are offering cloud subscription models in addition to their traditional software licensing discount models. Many of these cloud based pricing models offer very low to no discounts. For this reason, overall discounts offered by Daly is lower than traditionally offered. Volume discounts may be obtained and provided once the quantities and scaled of the requirements are better understood by Daly and the software publishers/manufacturers.
7. Availble list prices can be found at the manufacturer's website or at www.daly.com
8. Learning Suite from SMART Technologies is only available for "Education" accounts. Therefore, Daly cannot offer any type of discounts off of list price at this time.
9. FourWinds Interactive does not offer any type of MSRP/LIST pricing. Therefore, Daly cannot offer any type of discounts off of list price at this time.
10. FourWinds Enterprise pricing is based on a quantity of 10, as this is the minimum amount that can be purchased. There is no list price available from FourWinds.
11. Citrix Sharefile is sold and available in various format. They are available in various enterprise license formats, different storage capacity models and in cloud hosted model. The price can range from $3 per seat to over $10 per seat. The Sharefile proposed in the market basket is the single year 1 years unlimited, MFG Part # 3022991-E1 for the government.
12. Citrix XenApp proposed is MFG Part # 4043760-E5, secure browser 1 user license for the government.
13. Citrix XenDesktop proposed is MFG Part # 3013060-E1, Platinum edition 1 concurrent user for the government.
14. Citrix XenServer proposed is MFG Part # 3009822-E2, Enterprise License 1 socket for the government.
15. Commvault VM Backup proposed is MFG Part # SB-CSIM-S-F, VM Backup and Recovery foundation license with 1 year maintenance, 1 Socket
16. Whatsup Gold proposed is MFG Part # NM-603F-0170, 1 year service agreement with 25 devices.
17. McAfee Complete Endpoint Threat Protection proposed is MFG Part # CTPCDE-AA-AI.
18. Nuance Dragon Naturally Speaking is MFG Part # K609A-S00-13.0. This is Dragon Naturally Speaking v13.0 Premium, 1 User, Government.
19. OnSSI Ocularis proposed is MFG Part # OC-PRO-1C. This is the Ocularis 5 Professional Camera License.
21. Papercut proposed is the MF Professional Billing Edition as a stand-alone product.
22. Parallels Desktop for MAC v. 13 is MFG Part # PDFM13L-BX1-NA
22. Quest Toad for Oracle proposed is MFG Part # TOD-TOD-PB
23. Red Hat Enterprise Linux Server Entry Level, Self Support, (1) Socket Pair, 1 Year is MFG Part # RH00005
24. Red Hat Enterprise Linux Developer Suite, 1 Year, PC is MFG Part # RH2262474
25. Unity Edge Connect proposed is MFG Part # 300208-003.
26. Solar Winds Network Configuration Manager proposed is MFG Part # 4101.
27. Solar Winds Network Performance Monitor proposed is MFG Part # 4100.
28. Tenable Nessus Professional proposed is MFG Part # SERV-NES
29. Veeam Availability Suite Enterprise for Vmware proposed is MFG Part # P-VASENT-VS-P0000-00
30. Veeam Backup & Replication Enterprise for Vmware proposed is MFG Part # v-BMPENT-VS-P0000-00
31. Veritas NetBackup Enterprise Client proposed is MFG Part # 13346-M1
32. Veritas Backup Exec Agent for Windows proposed is MFG Part # 13131-M0010
33. VMware vSphere Enterprise Plus Edition proposed is MFG Part # VS6-EPL-C
34. VMware vSphere Essentials Kit proposed is MFG Part # VS6-ESSL-KIT-C
35. VMware Vsphere proposed is MFG Part # VS6-STD-C