

DIR-CPO-5179
 Appendix C Pricing Index
 DLT Solutions, LLC

IaaS Pricing		
SUBCATEGORY NAME	BRAND	DISCOUNT % OFF MSRP/LIST
IaaS	Amazon Web Services	2.00%
IaaS	ORock Technologies	4.00%
IaaS	Microsoft	1.00%
PaaS Pricing		
CATEGORY NAME	BRAND	DISCOUNT % OFF MSRP/LIST
Platform/Enterprise Users	Appian	25.00%
Application Users	Appian	14.00%
Appian Unlimited	Appian	7.00%
Solutions	Appian	7.00%
Portals/Account Users	Appian	7.00%
Cloud Broker Pricing		
CATEGORY NAME	BRAND	DISCOUNT % OFF MSRP/LIST
Cloud Broker	Apptio	2.00%
Related Services Pricing		
CATEGORY NAME	BRAND	DISCOUNT % OFF MSRP/LIST
ORock Related Services	ORock Technologies	4.00%
Related Services	DLT Solutions	10.00%
Apptio Related Services	Apptio	2.00%