

**PROPOSAL FORM #5**  
**PERCENTAGE OF DISCOUNT OFF THEN-CURRENT ACADEMIC LIST PRICE**

Identify the percentage of discount off then-current academic list price for the following:

PRODUCT	PERCENTAGE OF DISCOUNT (Off MSRP)	
1. VMware Desktop as a Service (DaaS)	4%	
2. VMware Disaster Recovery as a Service (DRaaS)	4%	
3. VMware vCloud Air	4%	
4. VMware Government Cloud Service	7%	
5. VMware Professional Services (Not to Exceed Hourly Rates)	Professional Services by Hourly Rates: \$155.00 - \$322.00	
6. VMware Air Watch		
a. Perpetual License	6%	
b. Term/Subscription License	4%	
c. Maintenance (SnS)	2%	
d. Training/Professional Service	2%	
7. VMware		
a. Perpetual License	6%	
b. Term/Subscription License	4%	
c. Maintenance (SnS)	2%	
d. Credit Purchasing Programs (PSO, SPP, EPP, HPP)	2%-20%	
i. PSO	<b>Tiers</b>	<b>Discount off Quantity 1</b>
	T1	2%
	T2	12%
	T3	17%
	T4	22%
ii. SPP	<b>Tiers</b>	<b>Discount off Quantity 1</b>
	L1	2%
	L2	4%
	L3	5%
	L4	6%
iii. EPP	20%	
iv. HPP	20%	

ADDITIONAL EMC PRODUCT	PERCENTAGE OF DISCOUNT (Off MSRP)
VxRail	5%
VxRack	5%
VxBlock	5%
Vblock	5%