

DIR-CPO-5240
Zones, LLC
APPENDIX C PRICING INDEX

Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Adobe:		
Cumulative Licensing Program (CLP) Education Membership	Level 3 Points target: 100,000+ points	10.00%
Cumulative Licensing Program (CLP) Government Membership	Level 2 Points target: 300,000+ points	10.00%
This Contract covers the entire Adobe Catalogue of products and Related Services plus any and all government and education volume licensing MSRP special Discount programs.		10.00% Discount Depending on the Type of Software License negotiated
Microsoft:		
Enterprise Agreement (comprised of subcategories as listed below)		17.20%
Office Professional/Standard	Level D less 7.5%	
Windows Pro Desktop Operating System	Level D less 7.5%	
Core CAL/Enterprise CAL Suite (to include stand alone components)	Level D less 6%	
All other or additional EA licensing	Level D	
Enterprise Subscription Agreement	Level D less 2%	17.20%
Select Plus Government	Level D	17.20%
Select Plus Academic	Level D	17.20%
This Contract covers the entire Microsoft Catalogue of products and Related Services plus any and all government and education volume licensing MSRP special Discount programs.		17.20% Discount Depending on the Type of Software License negotiated

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Publisher Category	Publisher Discount Level	DIR Customer Discount (from Publisher Discount Level)
Service Description	DIR Customer Discount % off MSRP	Service Unit
Program Manager	15.00%	Hourly
Project Coordinator 1	15.00%	Hourly
Project Coordinator 2	15.00%	Hourly
Project Manager	15.00%	Hourly
Sr. Project Manager	15.00%	Hourly
Cloud Operator/ Administrator	15.00%	Hourly
Cloud Consultant	15.00%	Hourly
Sr. Cloud Consultant	15.00%	Hourly
Cloud Architect	15.00%	Hourly
PLEASE NOTE: All prices quoted to Customers shall include the administrative fee. The administrative fee = .75% x Customer Price		