

EMC WSCA Pricing Discount Matrix
March 31, 2011

EMC DISCOUNT MATRIX FOR WSCA																																					
Annual Cumulative Purchase Volume Achievement Level	EMC Product Discount Class																				Hardware/Software Maintenance and Warranty Upgrades																
	A	B	C	PH	PM	PE	UM-H	D1	D2	D3	DH	DM	DE	UM-S	E	F	I	SP	SS	J	K	UE	R1	R2	RS-G	IS-SW	IS-HW	IS-ACC	IS-SPT	IS-SRVC	LP MNT ANNUAL (PREMIUM)	LP MNT ANNUAL (STANDARD)	LP MNT ANNUAL (BASIC)	LP WARR UPG (PREMIUM)	LP WARR UPG (STANDARD)		
Level 1 - \$0 to \$5,000,001 to \$10,000,000	44%	23%	34%	23%	23%	15%	23%	23%	23%	23%	23%	15%	23%	15%	10%	0%	10%	10%	10%	15%	10%	7%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Level 2 - \$5,000,001 to \$10,000,000	45%	24%	35%	24%	24%	16%	24%	24%	24%	24%	24%	16%	24%	16%	11%	0%	11%	11%	11%	16%	11%	8%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	
Level 3 - \$10,000,001 to \$20,000,000	46%	25%	36%	25%	25%	17%	25%	25%	25%	25%	25%	17%	25%	17%	12%	0%	12%	12%	12%	17%	12%	9%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	
Level 4 - \$20,000,001 to \$40,000,000	47%	26%	37%	26%	26%	18%	26%	26%	26%	26%	26%	18%	26%	18%	13%	0%	13%	13%	13%	18%	13%	10%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	
Level 5 - \$40,000,001 to \$80,000,000	48%	27%	38%	27%	27%	19%	27%	27%	27%	27%	27%	19%	27%	19%	14%	0%	14%	14%	14%	19%	14%	11%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	
Level 6 - Above \$80,000,000	50%	29%	40%	29%	29%	21%	29%	29%	29%	29%	29%	21%	29%	21%	16%	0%	16%	16%	16%	21%	16%	13%	0%	0%	15.55%	15.55%	4.29%	4.29%	0%	0%	0%	0%	0%	0%	0%	0%	

<u>Discount Class</u>	<u>Product Categories</u>
Class A	Hardware - Enterprise (Symmetrix)
Class B	Hardware - Mid-Tier (CLARiiON, Celerra, Centera)
Class C	Hardware - Connectrix
Class PH	Hardware - Data Domain High End
Class PM	Hardware - Data Domain Mid Range
Class PE	Hardware - Data Domain Entry Level
Class UM-H	Hardware - Unified Mid Tier (VNX)
Class D1	Software - Enterprise Platform
Class D2	Software - Mid Tier Platform
Class D3	Software - Multi-Platform/Open
Class DH	Software - Data Domain High End
Class DM	Software - Data Domain Mid Range
Class DE	Software - Data Domain Entry Level
Class UM-S	Software - Unified Mid Tier (VNX)
Class E	EMC Avamar Hardware
Class F	Professional Services
Class I	Training / Education Services
Class SP	Hardware Maintenance - Data Domain
Class SS	Software Maintenance - Data Domain
Class J	AX4 and NX4, Insignia-Retrospect, RSA Storage
Class K	EMC Select (Bus Tech Hardware/Software)
Class UE	Hardware/Software Unified Entry Level (VNXe)
Class R1	RSA Hardware/Software
Class R2	RSA Root Signing
Class RS-G	RSA Hardware/Software Maintenance
Class IS-SW	EMC Isilon Software
Class IS-HW	EMC Isilon Hardware
Class IS-ACC	EMC Isilon Accessories
Class IS-SPT	EMC Isilon Support (HW & SW)
Class IS-SRVC	EMC Isilon Professional Services
(See Appropriate Column Above)	Hardware Maintenance
(See Appropriate Column Above)	Software Maintenance
(See Appropriate Column Above)	Hardware Warranty

EMC WSCA PER TRANS DISCOUNT

Per Transaction Purchase Achievement Level	% Discount
Level 1 - \$0 to \$500,000	0%
Level 2 - \$500,001 to \$1,000,000	1%
Level 3 - \$1,000,001 and above	2%