

Product Category	DIR Customer Discount from MSRP
A - Hardware - Enterprise (Sym,Celerra) D1 - Software - Enterprise Platform	39.00%
B - Hardware - Mid-Tier (CLARiiON, Centera, NAS) D2 - Software - Mid-Tier Platform	40.00%
C - Connectrix Hardware and Software	49.00%
CL-E - VMAX CE	15.00%
E-ENT - EMC 3rd Party SW & HW,Switches	40.00%
E-MID - EMC 3rd Party SW & HW,Switches	40.00%
EN-H - Hardware - VMAX 10K/20K/40K EN-S - Software - VMAX 10K/20K/40K	38.00%
EN-HM - Hardware - VMAX 10K/20K/40K Maintenance EN-SM - Software - VMAX 10K/20K/40K Maintenance	10.00%
G - HW and SW Maintenance H - Software Maintenance - Platform H3 - Software Maintenance Multi-Platform/Open	10.00%
IS - Isilon HW/SW/Maintenance	22.00%
J - Server Flash, AX/NX, Insignia, ScaleIO, DSSD	16.00%
K - Select / Mozy Offerings	20.00%
PE - Entry Systems (BRS: Data Domain) DE - Entry Software (BRS: Data Domain)	16.00%
PH - High-End Systems (BRS: Data Domain, Disk Library) DH - High-End Software (BRS: Data Domain, Avamar, Disk Library, Networker)	25.00%
PM - Midrange Systems (BRS: Data Domain, Avamar, Atmos, Disk Library) DM - Midrange Software (BRS: Data Domain, Avamar, Atmos, Disk Library)	25.00%
UE - Unified Entry - Level Offerings	20.00%

Product Category	DIR Customer Discount from MSRP
UM - VNX Hardware/Software/Maintenance	25.00%
UM-H - Hardware - Unified Mid-Tier - VNX UM-S - Software - Unified Mid-Tier - VNX	25.00%

V - Vopr	15.00%
VPLEX - VPLEX HW, SW, and Maintenance	35.00%
XT - XtremIO	25.00%
<b>Services</b>	<b>DIR Customer Discount from MSRP</b>
F1 - Services	10.00%
F2 - Custom Residency Services, EMC Select Services	10.00%
I - Training / Education Services	10.00%
Maintenance Renewals	1.00%