

Academic License Agreement Annual Fee Worksheet - EMEA

SEPTEMBER 2019

Academic Program Information Link

Product Selection Instructions:

As part of the compliance and annual order process, this worksheet must be sent to EMEA_Contract_Admin@MicroFocus.com (for Europe, Middle East, Africa) or contractadmin@MicroFocus.com (rest of world).

Please indicate the models you will be using: ____ FTE Model; ___ \

; ____ Workstation Model; ____ Dept. Workstation Model; ____ Mobile Device

PRODUCT CALCULATION INSTRUCTIONS:

A. Place a mark in the column Model Selected box of the product(s) you wish to purchase OR select a Value Bundle. If a Value Bundle is not selected, at least four (4) products must be selected. There is a \$5000 minimum purchase requirement on the ALA.

B. Calculate the Total Bundled Price (TBP) by adding the appropriate prices of the products selected and the appropriate pricing model. You should have a Total Bundled Price (TBP) for each pricing model (Workstation/Dept Workstation, FTE, Mobile Device) from which you are purchasing.

C. The Total Bundled Price will be used to calculate the Annual Fee.

You may not use the FTE model in calculating your Annual Fee unless your FTE population exceeds your Workstation count.

TO PREVENT DELAYS IN PROCESSING YOUR RENEWAL ORDER, PLEASE SUBMIT BOTH YOUR PURCHASE ORDER AND COMPLETED WORKSHEET TOGETHER

MOBILE DEVICE LICENSE:

Upon purchase of a license for ZENworks Mobile Management, the following terms become part of Your ALA.

To acquire a Mobile Device License, You must purchase a license for each Mobile Device. To acquire a FTE license, you must purchase a license for all FTE. Subject to the terms and conditions of this Agreement, the license purchase authorizes You to install and use one copy of the Mobile Management Application on each Mobile Device (for an FTE license, for each Mobile Device used by an FTE person). This license allows You to use the Software solely to manage licensed Mobile Devices. You may not use or allow the use of the Software other than for Your own internal purposes.

Mobile Device means each smartphone, tablet, laptop, netbook or other device with wireless capability: (1) on which any portion of the Software is installed or used, or (2) from which any portion of the Software is accessed.

Mobile Management Application means the module included with the Software that is installed on a Mobile Device for management by the server Software. The Software may include a level of encryption data security for communications with Your email platform. You assume full responsibility for the establishment of appropriate security measures to control access to the solution. Airtime services are not provided by or through Micro Focus; You assume full responsibility for issues relating to use and the availability of airtime services.

FTE LICENSE:

Customer must purchase an FTE License for each FTE.

The number of Customer's FTEs shall be calculated as the sum of:

(a) Faculty and Staff FTEs. For the prior academic year, the number of full-time faculty and staff plus the total number of hours worked by part-time faculty and staff in an average work week divided by 40; and

(b) Student FTEs. For the prior academic year, the number of full-time students plus the total number of part-time student credit hours divided by the number of credit hours that Customer uses to identify full-time status.

For Customers that declare a student FTE count in a report to an accreditation or governing board or a government agency, the student FTE account will be the greater of the calculation in subpart (b) above or the FTE count contained in such report.

The FTE calculation for each category of faculty, staff, and students, must be demonstrated through a verifiable means that may include use of an audited annual report, an organization's human resource system, or the government website, government report, or other published report provided by Customer that shows accurate information.

Upon mutual agreement of the source of the data used for the FTE calculations, Licensor will accept calculations based on the source that are up to one year old.

NOTE: Any hospital approved by Micro Focus to purchase under the ALA must purchase under the Workstation pricing schedule. Any school not purchasing as an entire unit must purchase using the Department Workstation Pricing schedule. This note does not apply to the purchase of a Mobile Device License. When ordering Advanced Authentication Products under the Workstation or Departmental Workstation count the total number of users (including all faculty, staff and students) within your systems need to be counted even though you are paying just for the Workstation or Departmental Workstation numbers. Therefore please complete the section below to advise your number of users that will use the software.

Number of user licenses required _____

DESIGNATED AGREED UPON SOURCE OF DATA FOR FTE CALCULATION

By signing below, Customer certifies that as of the date below, the information contained herein (or attached) is complete and accurate to the best of its knowledge.

Customer Signature: _

Printed Name: ____

Date:

Product Description	Product Model	Model Selected	Part Number	-	rice USD)
Mobile Device License					
ZENworks Mobile Management Academic Renewal FTE License	FTE		876-000925	\$	3.50
ZENworks Mobile Management Renewal Academic License 1-Device	Mobile Device		876-000882	\$	18.00
ZENworks Mobile Workspace Renewal FTE Academic License	Mobile Device		876-001095	\$	1.60
Bundled Products					
ISM Value bundle includes: Identity Manager Standard Edition, Access Manager, Sentinel Log Manager 500 EPS, Identity Manager Integration Module for Database and Identity Manager Integration Module for Tools.		1	1		
SM Value Bundle FTE Academic License Initial	FTE		876-000676-I	\$	8.20
SM Value Bundle FTE Academic License	FTE		876-000676	\$	8.20
SM Value Bundle Workstation Academic License Initial	Workstation		876-000677-I	\$	34.00
SM Value Bundle Workstation Academic License	Workstation		876-000677	\$	34.00
SM Value Bundle Department Workstation Academic License Initial	Dept Workstation		876-000678-I	\$	45.00
SM Value Bundle Department Workstation Academic License	Dept Workstation		876-000678	\$	45.00
Identity Tracking Product Bundle also includes: Access Manager 4.0, Identity Manager Advanced Edition, Sentinel 6.1 Rapid Deployment					
dentity Tracking Product Bundle FTE Academic Initial	FTE		876-000619-I	\$	13.00
dentity Tracking Product Bundle FTE Academic	FTE		876-000619	\$	14.00
dentity Tracking Product Bundle Workstation Academic Initial	Workstation		876-000620-I	\$	49.00
dentity Tracking Product Bundle Workstation Academic	Workstation		876-000620	\$	52.00
dentity Tracking Product Bundle Department Workstation Academic Initial	Dept Workstation		876-000621-I	\$	58.00
dentity Tracking Product Bundle Department Workstation Academic	Dept Workstation		876-000621	\$	61.00
Novell Open Workgroup Suite Includes: Open Enterprise Server, GroupWise, Novell Vibe, ZENworks Configuration Management, ZENworks Endpoint Security Management (counts as four product menu choices)					
Novell Open Workgroup Suite Initial FTE Academic License	FTE		876-000474-I	\$	8.20
Novell Open Workgroup Suite Renewal FTE Academic License	FTE		876-000474	\$	8.20
Novell Open Workgroup Suite Initial Workstation Academic License	Workstation		876-000475-I	\$	41.00
Novell Open Workgroup Suite Renewal Workstation Academic License	Workstation		876-000475	\$	41.00

Novell Open Workgroup Suite Initial Department Workstation Academic License Novell Open Workgroup Suite Renewal Department Workstation Academic License	Dept Workstation Dept Workstation	876-000476-1 876-000476	\$ \$	50.00 50.00
		1 ⁰⁷⁰⁻⁰⁰⁰⁴⁷⁰	Ψ	50.00
* Value Bundle I Contains Open Enterprise Server, ZENworks Configuration Management, Identity Manager Standard Edition, and GroupWise.				
Value I Bundle Initial FTE Academic License	FTE FTE	976-000359-I 976-000359	\$	7.90
/alue I Bundle Renewal FTE Academic License /alue I Bundle Initial Workstation Academic License	Workstation	976-000359	\$ \$	7.90 39.00
Value I Bundle Renewal Workstation Academic License	Workstation	976-000360	\$	39.00
Value I Bundle Initial Department Workstation Academic License Value I Bundle Renewal Department Workstation Academic License	Dept Workstation Dept Workstation	976-000361-I 976-000361	\$ \$	48.00
*Value Bundle II Contains Open Enterprise Server, ZENworks Configuration	Dept Workstation	370-000301	Ψ	40.00
Management, ZENworks Patch Management, ZENworks Linux Management, Identity Manager Standard Edition, and GroupWise. Add-on products may be purchased for an				
additional price.	- I I			
Value II Bundle Initial FTE Academic License Value II Bundle Renewal FTE Academic License	FTE FTE	976-000362-I 976-000362	\$ \$	11.00
Value II Bundle Initial Workstation Academic License	Workstation	976-000363-1	\$	50.00
Value II Bundle Renewal Workstation Academic License	Workstation	976-000363	\$	50.00
Value II Bundle Initial Department Workstation Academic License Value II Bundle Renewal Department Workstation Academic License	Dept Workstation Dept Workstation	976-000364-I 976-000364	\$ \$	61.00 61.00
			+	0.100
Windows Value bundle includes: ZENworks Configuration Management, ZENworks Patch Management, ZENworks Asset Management, and File Governance Suite				
Vindows Value Bundle I Initial FTE Academic License	FTE	876-000673-I	\$	7.90
Windows Value Bundle I Renewal FTE Academic License	FTE	876-000673	\$	7.90
Windows Value Bundle I Initial Workstation Academic License Windows Value Bundle I Renewal Workstation Academic License	Workstation Workstation	876-000686-I 876-000686	\$ \$	42.00
Windows Value Bundle I Initial Department Workstation Academic License	Dept Workstation	876-000687-I	\$	53.00
Windows Value Bundle I Renewal Department Workstation Academic License	Dept Workstation	876-000687	\$	53.00
ZENworks Value Bundle includes: ZENworks Configuration Management, ZENworks Patch Management, ZENworks Asset Management and ZENworks Application				
Virtualization	1 1	I	<u> </u>	
ZENworks Value Bundle Initial FTE Academic License	FTE FTE	876-000679-I 876-000679	\$ \$	7.90 7.90
ZENworks Value Bundle Renewal FTE Academic License ZENworks Value Bundle Initial Workstation Academic License	Workstation	876-000679	\$	40.00
ZENworks Value Bundle Renewal Workstation Academic License	Workstation	876-000680	\$	40.00
ZENworks Value Bundle Initial Department Workstation Academic License	Dept Workstation	876-000681-I	\$	50.00
ZENworks Value Bundle Renewal Department Workstation Academic License Additional Products (Select as many additional products as desired)	Dept Workstation	876-000681	\$	50.00
Turbo for Micro Focus Desktop Containers Initial Department Workstation Academic License	Dept Workstation	876-001046-I	\$	6.20
Turbo for Micro Focus Desktop Containers Renewal Department Workstation Academic License	Dept Workstation	876-001046	\$	6.20
Furbo for Micro Focus Desktop Containers Professional Initial FTE Academic License	FTE FTE	876-001043-I 876-001043	\$ \$	1.30 1.30
Furbo for Micro Focus Desktop Containers Initial Workstation Academic License	Workstation	876-001045-I	\$	5.1
Furbo for Micro Focus Desktop Containers Renewal Workstation Academic License	Workstation	876-001045	\$	5.1
Novell Cluster Services Initial FTE Academic License	FTE FTE	876-000255-I 876-000255	\$ \$	1.40
Novell Cluster Services Renewal FTE Academic License	Workstation	876-000255-I	⊅ \$	6.60
Novell Cluster Services Renewal Workstation Academic License	Workstation	876-000256	\$	6.60
Novell Cluster Services Initial Department Workstation Academic License	Dept Workstation	876-000257-I	\$ \$	8.20 8.20
Novell Cluster Services Renewal Department Workstation Academic License Micro Focus Dynamic File Services Renewal FTE Academic e-License	Dept Workstation FTE	876-000257 876-000920	\$	8.20 1.50
Micro Focus Dynamic File Services Renewal Workstation Academic e-License	Workstation	876-000921	\$	6.10
Micro Focus Dynamic File Services Renewal Department Workstation Academic e-License	Dept Workstation FTE	876-000922	\$ \$	7.70
Advanced Authentication Clients Renewal FTE Academic Subscription Advanced Authentication Clients Initial FTE Academic Subscription	FTE	876-001140 876-001140-I	э \$	1.50
Advanced Authentication Clients Renewal Workstation Academic Subscription	Workstation	876-001141	\$	6.10
Advanced Authentication Clients Initial Workstation Academic Subscription	Workstation	876-001141-I	\$	7.70
Advanced Authentication Clients Renewal Department Workstation Academic Subscription Advanced Authentication Clients Initial Department Workstation Academic Subscription	Dept Workstation Dept Workstation	876-001142 876-001142-I	\$ \$	0.9
Advanced Authentication Renewal FTE Academic Subscription	FTE	876-001143	\$	4.20
Advanced Authentication Initial FTE Academic Subscription	FTE	876-001143-I	\$	4.20
Advanced Authentication Renewal Workstation Academic Subscription	Workstation Workstation	876-001144 876-001144-I	\$ \$	5.30 5.30
Advanced Authentication Renewal Workstation Academic Subscription Advanced Authentication Renewal Department Workstation Academic Subscription	Dept Workstation	876-001145	\$	0.6
Advanced Authentication Initial Department Workstation Academic Subscription	Dept Workstation	876-001145-I	\$	0.6
GroupWise Initial FTE Academic License	FTE	876-000569-I	\$	1.80
GroupWise Renewal FTE Academic License GroupWise Initial Workstation Academic License	FTE Workstation	876-000569 876-000570-I	\$ \$	1.80 7.40
GroupWise Renewal Workstation Academic License	Workstation	876-000570	\$	7.4
GroupWise Initial Department Workstation Academic License	Dept Workstation	876-000571-I	\$	9.30
GroupWise Renewal Department Workstation Academic License GroupWise Coexistence Solution for Exchange Initial FTE Academic Subscription	Dept Workstation FTE	876-000571 876-000942-I	\$ \$	9.30 0.34
GroupWise Coexistence Solution for Exchange Renewal FTE Academic Subscription	FTE	876-000942	\$	0.34
Novell Messenger Initial FTE Academic License	FTE	876-000972-1	\$	0.2
Novell Messenger Renewal FTE Academic License	FTE FTE	876-000972 876-000459-1	\$ \$	0.2
NetiQ Access Manager Initial FTE Academic License	FTE	876-000459	э \$	3.4
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JetIQ Access Manager Department Initial Workstation Academic License	Dept Workstation	876-000461	э \$	21.0
IetIQ Identity Manager Standard Edition Initial FTE Academic License	FTE	976-000289-1	\$	3.4
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NetIQ Identity Manager Advanced Edition Initial FTE Academic License NetIQ Identity Manager Advanced Edition Renewal FTE Academic License	FTE FTE	876-000700-I 876-000700	\$ \$	6.5 6.5
NetIQ Identity Manager Advanced Edition Initial Workstation Academic License	Workstation	876-000701-1	\$	26.0
NetIQ Identity Manager Advanced Edition Workstation Academic License	Workstation	876-000701	\$	26.0
NetIQ Identity Manager Advanced Edition Department Initial Workstation Academic License NetIQ Identity Manager Advanced Edition Department Workstation Academic License	Dept Workstation Dept Workstation	876-001025-I 876-001025	\$ \$	33.00 33.00
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NetIQ Identity Manager to NetIQ Identity Manager Advanced Edition Expansion Pack Initial	Workstation	876-000757-I	\$	7.60
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Workstation Academic License	Dept Workstation	876-000759	\$	14.00
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Edition Expansion Pack Department Workstation Academic License	Dept Workstation FTE	876-000760 876-000750	\$ \$	- 1.60
Identity Manager Integration Module for Microsoft Enterprise FTE Academic License NetIQ Identity Manager Integration Module for SharePoint and Office 365 Workstation Academic	Workstation	876-000751	\$	7.10
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NetIQ Identity Manager Integration Module for Salesforce.com Initial FTE Academic License NetIQ Identity Manager Integration Module for Salesforce.com FTE Academic License	FTE	876-000745	\$ \$	1.60 1.60
NetIQ Identity Manager Integration Module for Salesforce.com Initial Workstation Academic License	Workstation	876-000746-I	\$	7.10
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NetIQ Identity Manager Integration Module for Salesforce.com Department Initial Workstation Academic License	Dept Workstation	876-000747-I	\$	9.10
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NetIQ Identity Manager Integration Module for Banner Department Workstation Academic License Novell Identity Manager Integration Module for Blackboard LMS Initial FTE Academic License	FTE	876-000729-I	\$	1.60
Novell Identity Manager Integration Module for Blackboard LMS Renewal FTE Academic License	FTE	876-000729	\$	1.60
Novell Identity Manager Integration Module for Blackboard LMS Initial Workstation Academic License	Workstation	876-000730-I	\$	7.10
Novell Identity Manager Integration Module for Blackboard LMS Renewal Workstation Academic License	Workstation	876-000730	\$	7.10
Novell Identity Manager Integration Module for Blackboard LMS Initial Department Workstation Academic License	Dept Workstation	876-000731-l	\$	9.10
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NetIQ Identity Manager Integration Module for Database Initial FTE Academic License	FTE FTE	976-000294-I 976-000294	\$ \$	1.70
NetIQ Identity Manager Integration Module for Database Renewal FTE Academic License NetIQ Identity Manager Integration Module for Database Initial Workstation Academic License	Workstation	976-000294 976-000295-I	\$	7.40
NetIQ Identity Manager Integration Module for Database Workstation Academic License	Workstation	976-000295	\$	7.40
NetIQ Identity Manager Integration Module for Database Department Initial Workstation Academic License	Dept Workstation	976-000296-I	\$	9.50
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NetIQ Identity Manager Integration Module for Tools Initial FTE Academic License	FTE	976-000339-1	\$	1.70
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NetIQ Identity Manager Integration Module for Tools Department Initial Workstation Academic License	Dept Workstation	976-000341-I	\$	9.50
NetIQ Identity Manager Integration Module for Tools Department Workstation Academic License	Dept Workstation	976-000341	\$	9.50
NetIQ Identity Manager Integration Module for Mainframe for 800 Series MVS Initial FTE Academic License	FTE	976-000399-I	\$	0.82
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Workstation Academic License	Dept Workstation	976-000401-I	\$	4.50
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NetIQ Identity Manager Integration Module for Help Desk Initial FTE Academic License NetIQ Identity Manager Integration Module for Help Desk FTE Academic License	FTE FTE	976-000309-I 976-000309	\$ \$	1.60 1.60
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2.8 2.8 15.0 15.0 19.0 19.0 3.4 3.4
2.8 2.8 15.0 19.0 19.0 3.4 3.4 18.0 18.0 23.0
2.8 2.8 15.0 19.0 19.0 3.4 3.4 18.0 18.0 23.0 23.0
2.8 2.8 15.0 19.0 19.0 3.4 3.4 18.0 18.0 23.0

Micro Focus Filr Advanced Initial Department Workstation Academic License Addon for OES	Dept Workstation	876-001089-I	\$	6.00
Customers	Dept workstation	876-001089-1	⇒	6.00
Micro Focus Filr Advanced Renewal Department Workstation Academic License Addon for OES Customers	Dept Workstation	876-001089	\$	6.00
Micro Focus iPrint Enterprise (Mobile & Desktop) Initial FTE Academic License	FTE	876-000944-I	\$	1.70
Micro Focus iPrint Enterprise (Mobile & Desktop) Renewal FTE Academic License	FTE	876-000944	\$	1.70
Micro Focus iPrint Enterprise (Mobile & Desktop) Initial Workstation Academic License	Workstation	876-000945-I	\$	8.30
Micro Focus iPrint Enterprise (Mobile & Desktop) Renewal Workstation Academic License	Workstation Dept Workstation	876-000945 876-000946-I	\$ \$	8.30
Micro Focus iPrint Enterprise (Mobile & Desktop) Initial Dept Workstation Academic License Micro Focus iPrint Enterprise (Mobile & Desktop) Renewal Dept Workstation Academic License	Dept Workstation	876-000946	\$	11.00
Micro Focus iPrint Mobile Initial FTE Academic License	FTE	876-000949-I	\$	1.50
Micro Focus iPrint Mobile Renewal FTE Academic License	FTE	876-000949	\$	1.50
Micro Focus iPrint Mobile Initial Workstation Academic License	Workstation	876-000950-I	\$	7.20
Micro Focus iPrint Mobile Renewal Workstation Academic License	Workstation	876-000950	\$	7.20
Micro Focus iPrint Mobile Initial Dept Workstation Academic License Micro Focus iPrint Mobile Renewal Dept Workstation Academic License	Dept Workstation Dept Workstation	876-000951-I 876-000951	\$ \$	9.00
Micro Focus iPrint Desktop Initial FTE Academic License	FTE	876-000954-1	\$	1.60
Micro Focus iPrint Desktop Renewal FTE Academic License	FTE	876-000954	\$	1.60
Micro Focus iPrint Desktop Initial Workstation Academic License	Workstation	876-000955-I	\$	7.80
Micro Focus iPrint Desktop Renewal Workstation Academic License	Workstation	876-000955	\$	7.80
Micro Focus iPrint Desktop Initial Dept Workstation Academic License Micro Focus iPrint Desktop Renewal Dept Workstation Academic License	Dept Workstation	876-000956-I 876-000956	\$ \$	9.80 9.80
NetlQ Privileged User Manager FTE Academic License	Dept Workstation FTE	876-000955	э \$	2.50
Privileged Account Manager Single Sign-on Module Enterprise FTE Academic Renewal Subscription	FTE			
(per affiliated/enterprise entity)	FIE	875-002206	\$	149.00
NetIQ Privileged User Manager Workstation Academic License	Workstation	876-000656	\$	9.40
Privileged Account Manager Single Sign-on Module Enterprise Workstation Academic Renewal	Workstation	875-002207	\$	580.00
Subscription (per affiliated/enterprise entity) NetIQ Privileged User Manager Department Workstation Academic License	Dept Workstation	876-000657	\$	15.00
Privileged Account Manager Single Sign-on Module Enterprise Department Workstation Renewal	Dept Workstation	875-002208	\$	910.00
Subscription (per affiliated/enterprise entity)			Ľ	
Group Policy Administration Renewal FTE Academic License	FTE	876-001146 876-001146-1	\$ \$	1.5
Group Policy Administration Initial FTE Academic License Group Policy Administration Renewal Workstation Academic License	FTE Workstation	876-001146-I 876-001147	\$ \$	1.5 6.9
Group Policy Administration Initial Workstation Academic License	Workstation	876-001147-1	\$	6.9
Group Policy Administration Renwal Department Workstation Academic License	Dept Workstation	876-001148	\$	8.3
Group Policy Administration Initial Department Workstation Academic License	Dept Workstation	876-001148-I	\$	8.3
Directory & Resource Administration Renewal FTE Academic License Directory & Resource Administration Initial FTE Academic License	FTE	876-001149 876-001149-I	\$ \$	2.4
Directory & Resource Administration Renewal Workstation Academic License	Workstation	876-001150	φ \$	12.0
Directory & Resource Administration Initial Workstation Academic License	Workstation	876-001150-I	\$	12.0
Directory & Resource Administration Renewal Department Workstation Academic License	Dept Workstation	876-001151	\$	14.00
Directory & Resource Administration Initial Department Workstation Academic License	Dept Workstation	876-001151-I	\$	14.00
Directory & Resource Administration AD Bridge Renewal FTE Academic License Directory & Resource Administration AD Bridge Initial FTE Academic License	FTE	876-001152 876-001152-I	\$ \$	2.5
Directory & Resource Administration AD Bridge Renewal Workstation Academic License	Workstation	876-001153	\$	12.0
Directory & Resource Administration AD Bridge Initial Workstation Academic License	Workstation	876-001153-I	\$	12.0
	Dept Workstation	876-001154	\$	15.00
Directory & Resource Administration AD Bridge Renewal Department Workstation Academic License			<u> </u>	
Directory & Resource Administration AD Bridge Initial Department Workstation Academic License	Dept Workstation	876-001154-l	\$	15.00
Novell Sentinel Log Manager 500 EPS Initial FTE Academic License	FTE	876-000660-I	\$	2.00
Novell Sentinel Log Manager 500 EPS FTE Academic License	FTE	876-000660	\$	2.00
Novell Sentinel Log Manager 500 EPS Initial Workstation Academic License	Workstation	876-000661-I	\$	7.7(
Novell Sentinel Log Manager 500 EPS Workstation Academic License	Workstation	876-000661	\$	7.70
Novell Sentinel Log Manager 500 EPS Department Initial Workstation Academic License	Dept Workstation Dept Workstation	876-000662-I 876-000662	\$ \$	12.00
Novell Sentinel Log Manager 500 EPS Department Workstation Academic License Novell Sentinel Log Manager 2500 EPS Initial FTE Academic License	FTE	876-000665-1	\$	3.6
Novell Sentinel Log Manager 2500 EPS FTE Academic License	FTE	876-000665	\$	3.6
NetIQ Sentinel Log Manager 2500 EPS Renewal Workstation Academic Lic	Workstation	876-001094	\$	15.0
NetIQ Sentinel Log Manager 2500 EPS Initial Workstation Academic Lic	Workstation	876-001094-I	\$	15.0
Novell Sentinel Log Manager 2500 EPS Department Initial Workstation Academic License	Dept Workstation	876-000667-I	\$	21.0
Novell Sentinel Log Manager 2500 EPS Department Workstation Academic License	Dept Workstation FTE	876-000667 876-000892-I	\$ \$	21.0 0.6
Micro Focus Service Desk for ITIL Service Management Initial FTE Academic License Micro Focus Service Desk for ITIL Service Management Renewal FTE Academic License	FTE	876-000892-1	э \$	0.6
Vicro Focus Service Desk for ITIL Service Management Initial Workstation Academic License	Workstation	876-000893-I	\$	2.6
	Workstation	976 000903		2.6
Micro Focus Service Desk for ITIL Service Management Renewal Workstation Academic License	Workstation	876-000893	\$	2.6
Micro Focus Service Desk for ITIL Service Management Initial Department Workstation Academic	Dept Workstation	876-000894-1	\$	3.80
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Micro Focus Service Desk for ITIL Service Management Renewal Department Workstation Academic License	Dept Workstation	876-000894	\$	3.8
Micro Focus File Management Suite Renewal FTE Academic License	FTE	876-000640	\$	3.8
Micro Focus File Management Suite for OES Initial FTE Academic License	FTE	876-000927-I	\$	2.6
Nicro Focus File Management Suite for OES Renewal FTE Academic License	FTE	876-000927	\$	2.6
Micro Focus File Reporter Initial FTE Academic License	FTE	876-000645-1	\$ ¢	1.4
Micro Focus File Reporter Renewal FTE Academic License Micro Focus File Reporter for OES Renewal FTE Academic Subscription 1-Year	FTE FTE	876-000645 876-001134	\$ \$	1.4 1.4
Vicro Focus File Reporter for OES Initial FTE Academic Subscription 1-Year	FTE	876-001134-1	\$	1.4
Micro Focus File Dynamics Renewal FTE Academic Subscription	FTE	876-001122	\$	2.8
Micro Focus File Dynamics Initial FTE Academic Subscription	FTE	876-001122-1	\$	2.8
Micro Focus File Governance Suite Renewal FTE Academic Subscription	FTE FTE	876-001124 876-001124-I	\$ \$	4.0
Vicro Focus File Governance Suite Initial FTE Academic Subscription Vicro Focus Storage Manager Initial FTE Academic License	FTE	876-001124-I 876-000408-I	\$ \$	4.0
Victo Focus Storage Manager Renewal FTE Academic License	FTE	876-000408	\$	1.4
	FTE	876-001079-I	\$	0.3
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Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License		070 001000 '	\$	0.3
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Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic	FTE		\$ \$	
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Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Vibe Initial FTE Academic License Vibe Renewal FTE Academic License Vibe Initial Workstation Academic License	FTE FTE FTE FTE FTE Workstation	876-001080 876-000720-I 876-000720 876-000721-I	\$ \$ \$	1.9 1.9 28.0
Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Vibe Initial FTE Academic License Vibe Initial Workstation Academic License Vibe Renewal Workstation Academic License	FTE FTE FTE FTE Workstation	876-001080 876-000720-I 876-000720 876-000721-I 876-000721	\$ \$ \$	0.3 1.9 1.9 28.0 28.0 1.9
Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Vibe Initial FTE Academic License Vibe Renewal FTE Academic License Vibe Initial Workstation Academic License Vibe Renewal Workstation Academic License NetIQ SecureLogin Initial FTE Academic License	FTEFTEFTEFTEWorkstationWorkstationFTE	876-001080 876-000720-I 876-000720 876-000721-I 876-000721 876-000451-I	\$ \$ \$ \$ \$	1.9 1.9 28.0 28.0 1.9
Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Vibe Initial FTE Academic License Vibe Renewal FTE Academic License Vibe Renewal Workstation Academic License Vibe Renewal Workstation Academic License NetIQ SecureLogin Initial FTE Academic License NetIQ SecureLogin FTE Academic License	FTE FTE FTE FTE Workstation	876-001080 876-000720-I 876-000720 876-000721-I 876-000721	\$ \$ \$ \$ \$ \$	1.9 1.9 28.0 28.0 1.9 1.9
Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Initial FTE Academic License Micro Focus Cross Empire Data Migration eDir to AD Solution Pack Renewal FTE Academic License Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Initial FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Micro Focus Cross Empire Data Migration Forest to Forest Solution Pk Renewal FTE Academic Lic Vibe Initial FTE Academic License Vibe Renewal FTE Academic License Vibe Renewal Workstation Academic License Vibe Renewal Workstation Academic License NetIQ SecureLogin Initial FTE Academic License NetIQ SecureLogin Initial Workstation Academic License	FTEFTEFTEWorkstationWorkstationFTEFTEFTEFTEFTE	876-001080 876-000720-I 876-000720 876-000721-I 876-000721 876-000451-I 876-000451	\$ \$ \$ \$ \$	1.9 1.9 28.0 28.0

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NetIQ SecureLogin Department Workstation Academic License	Dept Workstation	876-000453	\$	31.00
NetIQ Sentinel Enterprise 500 EPS Initial FTE Academic License	FTE	876-001015-l	\$	3.90
NetIQ Sentinel Enterprise 500 EPS FTE Academic License	FTE	876-001015	\$	3.90
NetIQ Sentinel Enterprise 500 EPS Initial Workstation Academic License	Workstation	876-001016-l	\$	17.00
NetIQ Sentinel Enterprise 500 EPS Workstation Academic License	Workstation	876-001016	\$	17.00
NetIQ Sentinel Enterprise 500 EPS Department Initial Workstation Academic License	Dept Workstation	876-001017-I	\$	25.00
NetIQ Sentinel Enterprise 500 EPS Department Workstation Academic License	Dept Workstation	876-001017	\$	25.00
NetIQ Sentinel Enterprise 2500 EPS Initial FTE Academic License	FTE	876-001018-I	\$	7.10
NetIQ Sentinel Enterprise 2500 EPS FTE Academic License	FTE	876-001018	\$	7.10
NetIQ Sentinel Enterprise 2500 EPS Initial Workstation Academic License	Workstation	876-001019-I	\$	29.00
NetIQ Sentinel Enterprise 2500 EPS Workstation Academic License	Workstation	876-001019	\$	29.00
NetIQ Sentinel Enterprise 2500 EPS Department Initial Workstation Academic License	Dept Workstation	876-001020-I	\$	42.00
NetIQ Sentinel Enterprise 2500 EPS Department Workstation Academic License	Dept Workstation	876-001020	\$	42.00
Sentinel PCI-DSS Solution Pack Initial FTE Academic License	FTE	876-000780-l	\$	3.00
Sentinel PCI-DSS Solution Pack FTE Academic License	FTE	876-000780	\$	3.00
Sentinel PCI-DSS Solution Pack Initial Workstation Academic License	Workstation	876-000781-l	\$	13.00
Sentinel PCI-DSS Solution Pack Workstation Academic License	Workstation	876-000781	\$	13.00
Sentinel PCI-DSS Solution Pack Department Initial Workstation Academic License	Dept Workstation	876-000782-1	\$	18.00
Sentinel PCI-DSS Solution Pack Department Workstation Academic License	Dept Workstation	876-000782	\$	18.00
Sentinel Smart Plug-ins Initial FTE Academic License	FTE	876-000785-I	\$	2.00
Sentinel Smart Plug-ins FTE Academic License	FTE	876-000785	\$	2.00
· · · · · · · · · · · · · · · · · · ·	Workstation	876-000785	\$	7.70
Sentinel Smart Plug-ins Initial Workstation Academic License Sentinel Smart Plug-ins Workstation Academic License	Workstation	876-000786	۶ ۶	7.70
Sentinel Smart Plug-ins Department Initial Workstation Academic License	Dept Workstation	876-000787-I	\$	12.00
Sentinel Smart Plug-ins Department Workstation Academic License	Dept Workstation	876-000787	\$	12.00
Micro Focus Desktop Containers Pro Renewal FTE Academic License	FTE	876-001092	\$	1.70
Micro Focus Desktop Containers Pro Initial FTE Academic License	FTE	876-001092-I	\$	1.70
Micro Focus Desktop Containers Professional Initial Workstation Academic License	Workstation	876-001039-I	\$	7.30
Micro Focus Desktop Containers Professional Renewal Workstation Academic License	Workstation	876-001039	\$	7.30
Micro Focus Desktop Containers Professional Initial Department Workstation Academic License	Dept Workstation	876-001040-l	\$	8.90
	Dept Workstation	876-001040	\$	8.90
Micro Focus Desktop Containers Professional Renewal Department Workstation Academic License		070.000.000.1		
ZENworks Asset Management Initial FTE Academic License	FTE	876-000469-I	\$	3.60
ZENworks Asset Management Renewal FTE Academic License	FTE	876-000469	\$	3.60
ZENworks Asset Management Initial Workstation Academic License	Workstation	876-000470-I	\$	25.00
ZENworks Asset Management Renewal Workstation Academic License	Workstation	876-000470	\$	25.00
ZENworks Asset Management Initial Department Workstation Academic License	Dept Workstation	876-000471-l	\$	30.00
ZENworks Asset Management Renewal Department Workstation Academic License	Dept Workstation	876-000471	\$	30.00
ZENworks Asset Management for Linux Initial FTE Academic License	FTE	876-000464-I	\$	3.60
ZENworks Asset Management for Linux Renewal FTE Academic License	FTE	876-000464	\$	3.60
ZENworks Asset Management for Linux Initial Workstation Academic License	Workstation	876-000465-I	\$	25.00
ZENworks Asset Management for Linux Renewal Workstation Academic License	Workstation	876-000465	\$	25.00
ZENworks Asset Management for Linux Initial Department Workstation Academic License	Dept Workstation	876-000466-I	\$	30.00
ZENworks Asset Management for Linux Renewal Department Workstation Academic License	Dept Workstation	876-000466	\$	30.00
ZENworks Configuration Management Initial FTE Academic License	FTE	876-000505-I	\$	1.90
ZENworks Configuration Management Renewal FTE Academic License	FTE	876-000505	\$	1.90
ZENworks Configuration Management Initial Workstation Academic License	Workstation	876-000506-l	\$	7.90
ZENworks Configuration Management Renewal Workstation Academic License	Workstation	876-000506	\$	7.90
ZENworks Configuration Management Initial Department Workstation Academic License	Dept Workstation	876-000507-1	\$	9.70
ZENworks Configuration Management Renewal Department Workstation Academic License	Dept Workstation	876-000507	\$	9.70
ZENworks Endpoint Security Management Initial FTE Academic License 1-Device	FTE	876-000559-1	\$	1.90
ZENworks Endpoint Security Management Renewal FTE Academic License 1-Device	FTE	876-000559	\$	1.90
	Workstation	876-000560-1	\$	7.90
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ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device	Dept Workstation			
ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device ZENworks Full Disk Encryption Initial FTE Academic License	Dept Workstation	876-000859-I	\$	3.50
ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device ZENworks Full Disk Encryption Initial FTE Academic License ZENworks Full Disk Encryption Renewal FTE Academic License	Dept Workstation FTE FTE	876-000859-I 876-000859	\$ \$	3.50 3.30
ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device ZENworks Full Disk Encryption Initial FTE Academic License ZENworks Full Disk Encryption Renewal FTE Academic License ZENworks Full Disk Encryption Initial Workstation Academic License	Dept Workstation FTE FTE Workstation	876-000859-I 876-000859 876-000860-I	\$ \$ \$	3.50 3.30 24.00
ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device ZENworks Full Disk Encryption Initial FTE Academic License ZENworks Full Disk Encryption Renewal FTE Academic License ZENworks Full Disk Encryption Initial Workstation Academic License ZENworks Full Disk Encryption Renewal Workstation Academic License	Dept Workstation FTE FTE Workstation Workstation	876-000859-I 876-000859 876-000860-I 876-000860	\$ \$ \$	3.50 3.30 24.00 24.00
ZENworks Endpoint Security Management Renewal Department Workstation Academic License 1- Device ZENworks Full Disk Encryption Initial FTE Academic License ZENworks Full Disk Encryption Renewal FTE Academic License ZENworks Full Disk Encryption Initial Workstation Academic License	Dept Workstation FTE FTE Workstation	876-000859-I 876-000859 876-000860-I	\$ \$ \$	3.50 3.30 24.00

When ordering ZENworks Patch Management listed below please mark the number of subscriptions if applicable. Due to one key per server, if using the product on multiple servers, you will need to request additional subscriptions. Example: If you have 10,000 nodes across 3 servers, you will need 3 subscriptions and then allocate the number of nodes per server.

Novell ZENworks Patch Management Subscription for Wir	ndows
Number of subscriptions needed, if more than one	_
Quantity of nodes per server(s)	

ZENworks Patch Management Subscription for Cross-Platform Initial FTE Academic License 1-Device	FTE	876-000084-I	\$ 1.70
ZENworks Patch Management Subscription for Cross-Platform Renewal FTE Academic License 1- Device	FTE	876-000084	\$ 1.70
ZENworks Patch Management Subscription for Cross-Platform Initial Workstation Academic License 1-Device	Workstation	876-000214-I	\$ 7.20
ZENworks Patch Management Subscription for Cross-Platform Renewal Workstation Academic License 1-Device	Workstation	876-000214	\$ 7.20
ZENworks Patch Management Subscription for Cross-Platform Initial Departmental Workstation Academic License 1-Device	Dept Workstation	876-000216-I	\$ 8.90
ZENworks Patch Management Subscription for Cross-Platform Renewal Departmental Workstation Academic License 1-Device	Dept Workstation	876-000216	\$ 8.90
ZENworks Suite Initial FTE Academic License	FTE	876-000976-I	\$ 12.00
ZENworks Suite Renewal FTE Academic License	FTE	876-000976	\$ 12.00
ZENworks Suite Initial Workstation Academic License	Workstation	876-000977-I	\$ 48.00
ZENworks Suite Renewal Workstation Academic License	Workstation	876-000977	\$ 48.00
ZENworks Suite Initial Department Workstation Academic License	Dept Workstation	876-000978-I	\$ 59.00
ZENworks Suite Renewal Department Workstation Academic License	Dept Workstation	876-000978	\$ 59.00
ZENworks Suite Extension for NOWS Initial FTE Academic License	FTE	876-000981-I	\$ 8.90
ZENworks Suite Extension for NOWS Renewal FTE Academic License	FTE	876-000981	\$ 8.90
ZENworks Suite Extension for NOWS Initial Workstation Academic License	Workstation	876-000982-I	\$ 39.00
ZENworks Suite Extension for NOWS Renewal Workstation Academic License	Workstation	876-000982	\$ 39.00
ZENworks Suite Extension for NOWS Initial Department Workstation Academic License	Dept Workstation	876-000983-I	\$ 47.00
ZENworks Suite Extension for NOWS Renewal Department Workstation Academic License	Dept Workstation	876-000983	\$ 47.00
		Total	

	ct		Contact	#2
ompany Name		Company Name	_	
ddress		Address City, State		
ostal Code		Postal Code		
ountry		Country		
ontact Name		Contact Name		
tle		Title		
hone Number		Phone Number		
ax Number		Fax Number		
-mail Address		E-mail Address		
eseller nomination				
	MER CERTIFICATION & AN			
	Fee Calculation by Workst	ation or Dept. Worksta	ation	
. Total Workstation/Dept Workstation Count				
Applicable Price per Station (see Product Selection a			x	
. Calculate Discount (if applicable) using discount sch		<i>ו</i> ם שו		
. Discounted Bundled Price (subtract C from B, if app	licable)		=	
Annual Workstation/Dept Workstation Fee (multiply	A with D)		=	
	Annual Fee Calculation b	by Mobile Device		
Total Mobile Device Count				
. Applicable Price per Mobile Device (see Product Se	ection and Bundle Calculation abov	e)	x	
. Calculate Discount (if applicable) using discount sch	hedule below (multiply discount by line	ne B)		
Discounted Bundled Price (subtract H from G, if appli	icable)		=	
	,			
Annual Mobile Device Fee (multiply F with I)	Annual Fee Calculation b	v FTF Population	=	
. Total Enrollment (FTE)				
Total Employees (FTE)				
. Total Population (add lines K & L)				
,	and Durally October (see also as)			
. Applicable Price Per Person (see Product Selection			x	
. Calculate Discount (if applicable) using discount sch		ne N)	х	
Discounted Bundled Price (subtract O from N, if app	licable)		=	
. Annual FTE Population Fee (multiply M with P)	Coloulation by On domand	l Training (and anotion	=	
. Total Subscription Count	e Calculation by On-demand	a Training (see section		
	ation and Density Orle 1911 (1911)			
. Applicable Price per Subscription (see Product Selec	ction and Bundle Calculation below)		x	
Annual On-demand Training Library Fee (multiply lin	e R by line S)		=	
	Combined Ann	ual Fee		
. Total Annual Fee (add totals from E, J, Q & T)			=	
The discount table is also used to c			lobile Device or	FTE Population.
	TIERED DISCOUNT	SCHEDULE		
Priced by Workstation, Department Work		T_ / _ I FFF	Priced by FTE Po	•
Total Workstations or Mobile Devices 1 - 2,899	Discount 0%		Population 0,999	Discount 0%
2,900 - 6,999	11%		- 19,999	23%
7,000 - 13,999	16%		- 49,999	38%
14,000 +	22%	· · · · · ·	- 99,999	42%
		100,	000 +	46%
*Minimum Annual Fee o	f \$5,000		*Minimum Annual F	ee of \$5,000
	ort and Training	Ontiona		
cademic Technical Supr				
Academic Technical Supp	port and Training	Options		

services/lifecycle. THE SERVICES DESCRIBED HEREIN WILL BE GOVERNED BY THE TERMS AND CONDITIONS OF THE MAINTENANCE AND SUPPORT AGREEMENT WHICH CAN BE FOUND AT https://www.microfocus.com/support-and-services/maintenance-and-support-

agreements						
	Primary Contact		Con	tact #2		
Name		Name				
Title		Title				
Division		Division				
Address		Address				
City		City				
Province		Province				
Postal Code		Postal Code				
Phone Number		Phone Number				
Fax Number		Fax Number				
E-mail Address		E-mail Address				
Reseller nomination						
On-demand Traini	ing					
Description		Part Number	Qty	Price		Ext. Price
On-demand Training Mi	cro Focus Complete Library 1-year Academic Subscription	876-001061		\$	2,400.00	
On-demand Training CC	DBOL Programming for Business Success Academic Subscription	876-001062		\$	200.00	
On-demand Training ZE	Nworks Suite 1-User 1-Year Academic Subscription	876-000995		\$	1,000.00	
On-demand Training Gr	oupWise & Collaboration 1-User 1-Year Academic Subscription	876-000996		\$	700.00	
	e & Networking Services 1-User 1-Year Academic Subscription	876-000997		\$	700.00	
•	entity & Access Management 1-User 1-Year School Subscription	876-000998		\$	1,200.00	
On-demand Training IT	Operations Management 1-User 1-Year School Subscription	876-001001		\$	700.00	
On-demand Training Vis	siBroker Fundamentals Academic Subscription	876-001048		\$	600.00	
On-demand Training Ma	anaging Quality with Silk Central Course Academic Subscription	876-001056		\$	600.00	
On-demand Training Sil	kPerformer Results Analysis and Correlation Course Academic Subscription	876-001057		\$	300.00	
On domand Training Sil	kPerformer Modeling and Implementing Load Tests Course Academic			\$	300.00	
•		876-001058		Ť		
Subscription	sual COBOL for Eclipse Academic Subscription	876-001058 876-001059		\$	600.00	

Service and Support Options		Total
Description	Part Number	Qty Price (\$ USD) Ext. Price
Academic 5 Incident Pack - 24x7, EMEA (Zone 1) Academic 5 Incident Pack - 24x7, EMEA (Zone 2)	051-005366 051-005364	\$ 5,500.00 \$ 5,000.00
Academic 10 Incident Pack - 24x7, EMEA (Zone 1)	051-005367	\$ 11,000.00
Academic 10 Incident Pack - 24x7, EMEA (Zone 2)	051-005365	\$ 9,800.00
Academic Novell ZMM Consulting (EMEA Zone 1) Promotion: up to 2 days (16 hours) of Sr Consultant incl. Reasonable travel costs	017-000292	\$ 3,000.00
Advantage Incident 5 Pack - EMEA Zone 1 Initial	051-004792-I	\$ 14,400.00
Advantage Incident 5 Pack - EMEA Zone 1 Renewal Advantage Incident 5 Pack - EMEA Zone 2 Initial	051-004792 051-004794-I	\$ 14,400.00 \$ 9,700.00
Advantage Incident 5 Pack - EMEA Zone 2 Renewal	051-004794	\$ 9,700.00
Advantage Incident 5 Pack - EMEA Zone 3 Initial	051-004838-1	\$ 14,400.00
Advantage Incident 5 Pack - EMEA Zone 3 Renewal Advantage Incident 10 Pack - EMEA Zone 1 Initial	051-004838 051-004793-I	\$ 14,400.00 \$ 27,500.00
Advantage Incident 10 Pack - EMEA Zone 1 Renewal	051-004793	\$ 27,500.00
Advantage Incident 10 Pack - EMEA Zone 2 Initial Advantage Incident 10 Pack - EMEA Zone 2 Renewal	051-004110-I 051-004110	\$ 18,300.00 \$ 18,300.00
Advantage Incident 10 Pack - EMEA Zone 3 Initial	051-004837-I	\$ 27,500.00
Advantage Incident 10 Pack - EMEA Zone 3 Renewal	051-004837	\$ 27,500.00
Data Center Consulting Custom Developer (Remote Only) Data Center Prepaid Services - 12-months EMEA	051-005616 051-005618	\$ 56,000.00 \$ 130.00
Workload Management Consulting Custom Developer (Remote Only)	051-005663	\$ 56,000.00
FP,COLL,EM,IG Prepaid Services 12-months EMEA IAS Prepaid Services - 12-months EMEA	051-005055 051-005643	\$ 130.00 \$ 130.00
Maintenance Reinstatement Fee	MNTREINSTATEFEE	\$ 10.00
NetWare Premium Lifeline Support	877-008323	\$ 3,500.00
Project ASE 3-months Assigned Support Engineer 8 Service Requests EMEA (Zone 1) Project ASE 3-months Assigned Support Engineer 8 Service Requests EMEA (Zone 2)	051-004337 051-004338	\$ 25,000.00 \$ 18,000.00
Project ASE 3-months Assigned Support Engineer 8 Service Requests EMEA (Zone 3)	051-004809	\$ 23,000.00
Project PSE 3-months EMEA (Zone 3) Analysis Center 3 Extended Plus Support - Initial	051-004811 877-008402-I	\$ 47,000.00 Varies
Analysis Center 3 Extended Plus Support - Initial Analysis Center 3 Extended Plus Support - Renewal	877-008402-1	Varies
AppManager Suite (AM) 8 Extended Plus Support - Initial	877-008404-I	Varies
AppManager Suite (AM) 8 Extended Plus Support - Renewal AppManager Suite (AM) 9 Extended Plus Support - Initial	877-008404 877-008403-I	Varies Varies
AppManager Suite (AM) 9 Extended Plus Support - Renewal	877-008403	Varies
AppManager UNIX Agent 7 Extended Plus Support - Initial AppManager UNIX Agent 7 Extended Plus Support - Renewal	877-008406-1 877-008406	Varies Varies
AppManager UNIX Agent 7 Extended Plus Support - Initial	877-008405-I	Varies
AppManager UNIX Agent 8 Extended Plus Support - Renewal	877-008405	Varies
Operations Center 5 Extended Plus Support - Initial Operations Center 5 Extended Plus Support Renewal	877-008401-I 877-008401	Varies Varies
ZENworks Asset Management Extended Plus - Initial	877-008397-1	Varies
ZENworks Asset Management Extended Plus - Renewal ZENworks Configuration Management Extended Plus - Initial	877-008397 877-008396-1	Varies Varies
ZENworks Configuration Management Extended Plus - Renewal	877-008396	Varies
ZENworks Endpoint Security Management Extended Plus - Initial	877-008399-1	Varies
ZENworks Endpoint Security Management Extended Plus - Renewal ZENworks Full Disk Encryption Extended Plus - Initial	877-008399 877-008400-I	Varies Varies
ZENworks Full Disk Encryption Extended Plus - Renewal	877-008400	Varies
Premium Support Named Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005946	\$ 61,000.00
Premium Support Named Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for File and Print Services - Worldwide (US, Japan,	051-005946-I	\$ 61,000.00 \$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for File and Print Services - Worldwide (US, Japan,	051-005947	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005947-I 051-005948	\$ 61,000.00
Premium Support Named Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005948-1	\$ 61,000.00
Premium Support Named Support Engineer for Enterprise Messaging - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005949	\$ 61,000.00
Premium Support Named Support Engineer for Enterprise Messaging - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005949-I	\$ 61,000.00
Premium Support Named Support Engineer for Platespin - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005950	\$ 61,000.00
Premium Support Named Support Engineer for Platespin - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for AppManager - Worldwide (US, Japan, Canada, UK,	051-005950-I	\$ 61,000.00
Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for AppManager - Worldwide (US, Japan, Canada, UK,	051-005951	\$ 61,000.00 \$ 61,000.00
Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for Privileged Management - Worldwide (US, Japan,	051-005951-l	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for Privileged Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005952 051-005952-I	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for Identity Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005952-1	\$ 61,000.00
Premium Support Named Support Engineer for Identity Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005953-I	\$ 61,000.00
Premium Support Named Support Engineer for Access Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005954	\$ 61,000.00
Premium Support Named Support Engineer for Access Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005954-I	\$ 61,000.00
	051-005955	\$ 61,000.00
Premium Support Named Support Engineer for Security Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal		
UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for Security Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005955-1	\$ 61,000.00
UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for Security Analytics - Worldwide (US, Japan, Canada,	051-005955-I 051-005956	\$ 61,000.00
UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Named Support Engineer for Security Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Named Support Engineer for ZENworks - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005955-I	

Premium Support Named Support Engineer for File and Print Services - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005958	\$ 53,000.00
Premium Support Named Support Engineer for File and Print Services - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005958-I	\$ 53,000.00
Premium Support Named Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005959	\$ 53,000.00
Premium Support Named Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal,		\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy,	051-005959-I	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005960	\$ 53,000.00
Premium Support Named Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005960-I	\$ 53,000.00
Premium Support Named Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005961	\$ 53,000.00
Premium Support Named Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal,	054 005004 1	\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal,	051-005961-I	\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal,	051-005962	
Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005962-I	\$ 53,000.00
Premium Support Named Support Engineer for Privileged Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005963	\$ 53,000.00
Premium Support Named Support Engineer for Privileged Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005963-I	\$ 53,000.00
Premium Support Named Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy,		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy,	051-005964	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005964-I	\$ 53,000.00
Premium Support Named Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005965	\$ 53,000.00
Premium Support Named Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005965-I	\$ 53,000.00
Premium Support Named Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy,		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy,	051-005966	\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005966-I	
Premium Support Named Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-005967	\$ 53,000.00
Premium Support Named Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-005967-I	\$ 53,000.00
Premium Support Named Support Engineer for Information Archiving - Africa Renewal	051-005979 051-005979-I	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Information Archiving - Africa Initial Premium Support Named Support Engineer for File and Print Services - Africa Renewal	051-005979-1	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for File and Print Services - Africa Initial Premium Support Named Support Engineer for Collaboration - Africa Renewal	051-005980-I 051-005981	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Collaboration - Africa Initial	051-005981-l	\$ 33,600.00
Premium Support Named Support Engineer for Enterprise Messaging - Africa Renewal Premium Support Named Support Engineer for Enterprise Messaging - Africa Initial	051-005982 051-005982-I	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Platespin - Africa Renewal Premium Support Named Support Engineer for Platespin - Africa Initial	051-005983 051-005983-I	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for AppManager - Africa Renewal	051-005984	\$ 33,600.00
Premium Support Named Support Engineer for AppManager - Africa Initial	051-005984-I	\$ 33,600.00
- Commence And Calification and the analysis of the	051-005985	\$ 33.600.00
Premium Support Named Support Engineer for Privileged Management - Africa Renewal Premium Support Named Support Engineer for Privileged Management - Africa Initial	051-005985 051-005985-1	\$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal	051-005985-I 051-005986 051-005986-I 051-005987	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I 051-005988	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Renewal	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal Premium Support Named Support Engineer for ZENworks - Africa Initial	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I 051-005988 051-005988	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I 051-005988 051-005988 051-005988-I 051-005988-I	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Named Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan,	051-005985-I 051-005986 051-005986-I 051-005987 051-005987 051-005988 051-005988 051-005988 051-005988-I 051-005989 051-005989-I 051-005989-I 051-005989-I	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Named Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I 051-005988-I 051-005988-I 051-005988-I 051-005989-I 051-005989-I 051-006023	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Renewal Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-005985-I 051-005986 051-005986-I 051-005987 051-005987 051-005988 051-005988 051-005988 051-005988-I 051-005989 051-005989-I 051-005989-I 051-005989-I	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 126,000.00 \$ 126,000.00
Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Identity Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Renewal Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Named Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-005985-I 051-005986 051-005986-I 051-005987 051-005987-I 051-005988-I 051-005988-I 051-005988-I 051-005989-I 051-005989-I 051-006023	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 126,000.00
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Premium Support Named Support Engineer for Privileged Management - Africa Initial Premium Support Named Support Engineer for Identity Management - Africa Renewal Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Access Management - Africa Initial Premium Support Named Support Engineer for Security Analytics - Africa Initial Premium Support Named Support Engineer for ZENworks - Africa Initial Premium Support Solution Support Engineer for IZENworks - Africa Initial Premium Support Solution Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for File and Print Services - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Pritespin - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for Pri	051-005985-1	\$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 33,600.00 \$ 126,000.00

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Premium Support Solution Support Engineer for Security Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006032-I	\$ 126,000.00
Premium Support Solution Support Engineer for ZENworks - Worldwide (US, Japan, Canada, UK,		\$ 126,000.00
Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Solution Support Engineer for ZENworks - Worldwide (US, Japan, Canada, UK,	051-006033	
Germany, Benelux, Nordics, France, Australia) Initial	051-006033-I	\$ 126,000.00
Premium Support Solution Support Engineer for Information Archiving - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006034	\$ 109,000.00
Premium Support Solution Support Engineer for Information Archiving - EMEA Zone 2 (Spain, Italy,		\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Solution Support Engineer for File and Print Services - EMEA Zone 2 (Spain, Italy,	051-006034-I	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006035	\$ 109,000.00
Premium Support Solution Support Engineer for File and Print Services - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006035-I	\$ 109,000.00
Premium Support Solution Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal,		\$ 109,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006036	
Premium Support Solution Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006036-I	\$ 109,000.00
Premium Support Solution Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006037	\$ 109,000.00
Premium Support Solution Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy,		\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006037-l	
Premium Support Solution Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006038	\$ 109,000.00
Premium Support Solution Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006038-I	\$ 109,000.00
Premium Support Solution Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal,		\$ 109,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006039	φ 100,000.00
Premium Support Solution Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006039-I	\$ 109,000.00
Premium Support Solution Support Engineer for Privileged Management - EMEA Zone 2 (Spain, Italy,	051-006040	\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Solution Support Engineer for Privileged Management - EMEA Zone 2 (Spain, Italy,	051-006040	\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006040-I	\$ 109,000.00
Premium Support Solution Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006041	\$ 109,000.00
Premium Support Solution Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy,		\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Solution Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy,	051-006041-l	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006042	\$ 109,000.00
Premium Support Solution Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006042-I	\$ 109,000.00
Premium Support Solution Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy,	054 000042	\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Solution Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy,	051-006043	\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Solution Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal,	051-006043-I	
Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006044	\$ 109,000.00
Premium Support Solution Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006044-I	\$ 109,000.00
Premium Support Solution Support Engineer for Information Archiving - Africa Renewal Premium Support Solution Support Engineer for Information Archiving - Africa Initial	051-006056 051-006056-I	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for File and Print Services - Africa Renewal	051-006057	\$ 70,000.00
Premium Support Solution Support Engineer for File and Print Services - Africa Initial Premium Support Solution Support Engineer for Collaboration - Africa Renewal	051-006057-I 051-006058	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Collaboration - Africa Initial	051-006058-I	\$ 70,000.00
Premium Support Solution Support Engineer for Enterprise Messaging - Africa Renewal Premium Support Solution Support Engineer for Enterprise Messaging - Africa Initial	051-006059 051-006059-I	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Platespin - Africa Renewal	051-006060	\$ 70,000.00
Premium Support Solution Support Engineer for Platespin - Africa Initial Premium Support Solution Support Engineer for AppManager - Africa Renewal	051-006060-I 051-006061	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for AppManager - Africa Initial	051-006061-I	\$ 70,000.00
Premium Support Solution Support Engineer for Privileged Management - Africa Renewal Premium Support Solution Support Engineer for Privileged Management - Africa Initial	051-006062 051-006062-I	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Identity Management - Africa Renewal	051-006063	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Identity Management - Africa Initial	051-006063-I 051-006064	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Access Management - Africa Renewal Premium Support Solution Support Engineer for Access Management - Africa Initial	051-006064-I	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Security Analytics - Africa Renewal	051-006065 051-006065-I	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for Security Analytics - Africa Initial Premium Support Solution Support Engineer for ZENworks - Africa Renewal	051-006065-1	\$ 70,000.00 \$ 70,000.00
Premium Support Solution Support Engineer for ZENworks - Africa Initial	051-006066-I	\$ 70,000.00
Premium Support Support Account Manager for Archiving and Risk Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006100	\$ 15,000.00
Premium Support Support Account Manager for Archiving and Risk Management - Worldwide (US,	051-006100-I	\$ 15,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Collaboration Solutions - Worldwide (US, Japan,		\$ 15,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Collaboration Solutions - Worldwide (US, Japan,	051-006101	\$ 15,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Hybrid Cloud Management - Worldwide (US, Japan,	051-006101-l	\$ 15,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Hybrid Cloud Management - Worldwide (US, Japan,	051-006102	\$ 15,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Operations Bridge and Analytics - Worldwide (US,	051-006102-l	
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Operations Bridge and Analytics - Worldwide (US,	051-006103	\$ 15,000.00 \$ 15,000.00
	051-006103-I	\$ 15,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany,		\$ 15,000.00
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006104	
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006104 051-006104-I	\$ 15,000.00
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal		\$ 15,000.00 \$ 15,000.00
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006104-I	
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan,	051-006104-I 051-006105	\$ 15,000.00
Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Support Account Manager for Unified End Mgmt - Worldwide (US, Japan, Canada,	051-006104-I 051-006105 051-006105-I	\$ 15,000.00 \$ 15,000.00

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Premium Support Support Account Manager for Archiving and Risk Management - EMEA Zone 2		\$ 13,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Support Account Manager for Archiving and Risk Management - EMEA Zone 2	051-006107	
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006107-I	\$ 13,000.00
Premium Support Support Account Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006108	\$ 13,000.00
Premium Support Support Account Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy,	054 000400 1	\$ 13,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006108-I	
Premium Support Support Account Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain,	051-006109	\$ 13,000.00
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Support Account Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain,	031-000109	\$ 13,000.00
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006109-l	φ 13,000.00
Premium Support Support Account Manager for Operations Bridge and Analytics - EMEA Zone 2		\$ 13,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Support Account Manager for Operations Bridge and Analytics - EMEA Zone 2	051-006110	
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006110-I	\$ 13,000.00
Premium Support Support Account Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006111	\$ 13,000.00
Premium Support Support Account Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006111-l	\$ 13,000.00
Premium Support Support Account Manager for Security Operations - EMEA Zone 2 (Spain, Italy,		\$ 13,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Support Account Manager for Security Operations - EMEA Zone 2 (Spain, Italy,	051-006112	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006112-I	\$ 13,000.00
Premium Support Support Account Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006113	\$ 13,000.00
Premium Support Support Account Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy,	051-006113-I	\$ 13,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial		\$ 8,300.00
Premium Support Support Account Manager for Archiving and Risk Management - Africa Renewal Premium Support Support Account Manager for Archiving and Risk Management - Africa Initial	051-006121 051-006121-I	\$ 8,300.00 \$ 8,300.00
Premium Support Support Account Manager for Collaboration Solutions - Africa Renewal	051-006122	\$ 8,300.00
Premium Support Support Account Manager for Collaboration Solutions - Africa Initial Premium Support Support Account Manager for Hybrid Cloud Management - Africa Renewal	051-006122-I 051-006123	\$ 8,300.00 \$ 8,300.00
Premium Support Support Account Manager for Hybrid Cloud Management - Africa Initial	051-006123-1	\$ 8,300.00
Premium Support Support Account Manager for Operations Bridge and Analytics - Africa Renewal	051-006124	\$ 8,300.00
Premium Support Support Account Manager for Operations Bridge and Analytics - Africa Initial	051-006124-I	\$ 8,300.00
Premium Support Support Account Manager for IAM - Africa Renewal Premium Support Support Account Manager for IAM - Africa Initial	051-006125 051-006125-I	\$ 8,300.00 \$ 8,300.00
Premium Support Support Account Manager for Security Operations - Africa Renewal	051-006126 051-006126-I	\$ 8,300.00 \$ 8,300.00
Premium Support Support Account Manager for Security Operations - Africa Initial Premium Support Support Account Manager for Unified End Mgmt - Africa Renewal	051-006127	\$ 8,300.00 \$ 8,300.00
Premium Support Support Account Manager for Unified End Mgmt - Africa Initial	051-006127-l	\$ 8,300.00
Premium Support Dedicated Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006149	\$ 340,000.00
Premium Support Dedicated Support Engineer for Information Archiving - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006149-I	\$ 340,000.00
Premium Support Dedicated Support Engineer for File and Print Services - Worldwide (US, Japan,	051 006150	\$ 340,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Dedicated Support Engineer for File and Print Services - Worldwide (US, Japan,	051-006150	\$ 340,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Dedicated Support Engineer for Collaboration - Worldwide (US, Japan, Canada,	051-006150-l	
UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006151	\$ 340,000.00
Premium Support Dedicated Support Engineer for Collaboration - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006151-l	\$ 340,000.00
Premium Support Dedicated Support Engineer for Enterprise Messaging - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006152	\$ 340,000.00
Premium Support Dedicated Support Engineer for Enterprise Messaging - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006152-I	\$ 340,000.00
Premium Support Dedicated Support Engineer for Platespin - Worldwide (US, Japan, Canada, UK,		\$ 340,000.00
Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Dedicated Support Engineer for Platespin - Worldwide (US, Japan, Canada, UK,	051-006153	\$ 340,000.00
Germany, Benelux, Nordics, France, Australia) Initial Premium Support Dedicated Support Engineer for AppManager - Worldwide (US, Japan, Canada, UK,	051-006153-l	
Germany, Benelux, Nordics, France, Australia) Renewal	051-006154	
Premium Support Dedicated Support Engineer for AppManager - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006154-I	\$ 340,000.00
Premium Support Dedicated Support Engineer for Privileged Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006155	\$ 340,000.00
Premium Support Dedicated Support Engineer for Privileged Management - Worldwide (US, Japan,		\$ 340,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Dedicated Support Engineer for Identity Management - Worldwide (US, Japan,	051-006155-l	\$ 340.000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006156	
Premium Support Dedicated Support Engineer for Identity Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006156-l	\$ 340,000.00
Premium Support Dedicated Support Engineer for Access Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006157	\$ 340,000.00
Premium Support Dedicated Support Engineer for Access Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006157-l	\$ 340,000.00
Premium Support Dedicated Support Engineer for Security Analytics - Worldwide (US, Japan,	051-006158	\$ 340,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Dedicated Support Engineer for Security Analytics - Worldwide (US, Japan,		\$ 340,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Dedicated Support Engineer for ZENworks - Worldwide (US, Japan, Canada, UK,	051-006158-l	
Germany, Benelux, Nordics, France, Australia) Renewal	051-006159	\$ 340,000.00
Premium Support Dedicated Support Engineer for ZENworks - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006159-I	\$ 340,000.00
Premium Support Dedicated Support Engineer for Information Archiving - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006160	\$ 293,000.00
Premium Support Dedicated Support Engineer for Information Archiving - EMEA Zone 2 (Spain, Italy,		\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Dedicated Support Engineer for File and Print Services - EMEA Zone 2 (Spain,	051-006160-I	\$ 293,000.00
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Dedicated Support Engineer for File and Print Services - EMEA Zone 2 (Spain,	051-006161	
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006161-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy,	051-006162	\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	-	

Premium Support Dedicated Support Engineer for Collaboration - EMEA Zone 2 (Spain, Italy,		\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Dedicated Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy,	051-006162-1	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006163	\$ 293,000.00
Premium Support Dedicated Support Engineer for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006163-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006164	\$ 293,000.00
Premium Support Dedicated Support Engineer for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006164-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006165	\$ 293,000.00
Premium Support Dedicated Support Engineer for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006165-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for Privileged Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006166	\$ 293,000.00
Premium Support Dedicated Support Engineer for Privileged Management - EMEA Zone 2 (Spain,	051-006166-I	\$ 293,000.00
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Dedicated Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy,		\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Dedicated Support Engineer for Identity Management - EMEA Zone 2 (Spain, Italy,	051-006167	\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Dedicated Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy,	051-006167-I	\$ 293,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Dedicated Support Engineer for Access Management - EMEA Zone 2 (Spain, Italy,	051-006168	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006168-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006169	\$ 293,000.00
Premium Support Dedicated Support Engineer for Security Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006169-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006170	\$ 293,000.00
Premium Support Dedicated Support Engineer for ZENworks - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006170-I	\$ 293,000.00
Premium Support Dedicated Support Engineer for Information Archiving - Africa Renewal Premium Support Dedicated Support Engineer for Information Archiving - Africa Initial	051-006182 051-006182-I	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for File and Print Services - Africa Renewal Premium Support Dedicated Support Engineer for File and Print Services - Africa Initial	051-006183 051-006183-I	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Collaboration - Africa Renewal	051-006184	\$ 187,000.00
Premium Support Dedicated Support Engineer for Collaboration - Africa Initial Premium Support Dedicated Support Engineer for Enterprise Messaging - Africa Renewal	051-006184-I 051-006185	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Enterprise Messaging - Africa Initial Premium Support Dedicated Support Engineer for Platespin - Africa Renewal	051-006185-I 051-006186	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Platespin - Africa Initial	051-006186-I	\$ 187,000.00
Premium Support Dedicated Support Engineer for AppManager - Africa Renewal Premium Support Dedicated Support Engineer for AppManager - Africa Initial	051-006187 051-006187-I	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Privileged Management - Africa Renewal Premium Support Dedicated Support Engineer for Privileged Management - Africa Initial	051-006188 051-006188-I	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Identity Management - Africa Renewal	051-006189	\$ 187,000.00
Premium Support Dedicated Support Engineer for Identity Management - Africa Initial Premium Support Dedicated Support Engineer for Access Management - Africa Renewal	051-006189-I 051-006190	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Access Management - Africa Initial Premium Support Dedicated Support Engineer for Security Analytics - Africa Renewal	051-006190-I 051-006191	\$ 187,000.00 \$ 187,000.00
Premium Support Dedicated Support Engineer for Security Analytics - Africa Initial	051-006191-I	\$ 187,000.00
Premium Support Dedicated Support Engineer for ZENworks - Africa Renewal Premium Support Dedicated Support Engineer for ZENworks - Africa Initial	051-006192 051-006192-I	\$ 187,000.00 \$ 187,000.00
Premium Support Enterprise Support Manager for Archiving and Risk Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006226	\$ 75,000.00
Premium Support Enterprise Support Manager for Archiving and Risk Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006226-I	\$ 75,000.00
Premium Support Enterprise Support Manager for Collaboration Solutions - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006227	\$ 75,000.00
Premium Support Enterprise Support Manager for Collaboration Solutions - Worldwide (US, Japan,		\$ 75,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Hybrid Cloud Management - Worldwide (US,	051-006227-1	\$ 75,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Hybrid Cloud Management - Worldwide (US,	051-006228	\$ 75,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Operations Bridge and Analytics - Worldwide (US,	051-006228-1	
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Operations Bridge and Analytics - Worldwide (US,	051-006229	\$ 75,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006229-1	\$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK,	051-006230	\$ 75,000.00
Germany, Benelux, Nordics, France, Australia) Renewal		
Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006230-I	\$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK,	051-006230-I 051-006231	\$ 75,000.00\$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan,		
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006231 051-006231-I	\$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan,	051-006231 051-006231-I 051-006232	\$ 75,000.00 \$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006231 051-006231-I	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006231 051-006231-I 051-006232	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006231 051-006231-I 051-006232 051-006232-I	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2	051-006231 051-006231-1 051-006232 051-006232-1 051-006233	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006231 051-006231-1 051-006232 051-006232-1 051-006233 051-006233-1	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00 \$ 65,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006231 051-006231-I 051-006232 051-006232-I 051-006233 051-006233-I 051-006234	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006231 051-006231-I 051-006232 051-006232-I 051-006233 051-006233-I 051-006234	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006231 051-006231-I 051-006232 051-006232-I 051-006233 051-006233-I 051-006234 051-006234-I 051-006234-I	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00
Premium Support Enterprise Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Security Operations - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Enterprise Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Enterprise Support Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Supp	051-006231 051-006231-1 051-006232 051-006232-1 051-006233 051-006233-1 051-006234 051-006234-1 051-006235 051-006235	\$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 75,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00 \$ 65,000.00

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Bromium Support Enterprise Support Manager for Operations Bridge and Apolytics _ EMEA Zone 2		\$ 65,000.00
Premium Support Enterprise Support Manager for Operations Bridge and Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006236-I	• •••••••
Premium Support Enterprise Support Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle	051-006237	\$ 65,000.00
East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Enterprise Support Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle	031-000237	\$ 65,000.00
East; everything but Germany, Benelux, Nordics, France) Initial	051-006237-I	\$ 65,000.00
Premium Support Enterprise Support Manager for Security Operations - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006238	\$ 65,000.00
Premium Support Enterprise Support Manager for Security Operations - EMEA Zone 2 (Spain, Italy,		\$ 65,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006238-1	• • • • • • • • • • • • • • • • • • • •
Premium Support Enterprise Support Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006239	\$ 65,000.00
Premium Support Enterprise Support Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy,	054 000000 1	\$ 65,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006239-I	
Premium Support Enterprise Support Manager for Archiving and Risk Management - Africa Renewal	051-006247	\$ 41,300.00
Premium Support Enterprise Support Manager for Archiving and Risk Management - Africa Initial Premium Support Enterprise Support Manager for Collaboration Solutions - Africa Renewal	051-006247-I 051-006248	\$ 41,300.00 \$ 41,300.00
Premium Support Enterprise Support Manager for Collaboration Solutions - Africa Renewal	051-006248-1	\$ 41,300.00 \$ 41,300.00
Premium Support Enterprise Support Manager for Hybrid Cloud Management - Africa Renewal	051-006249	\$ 41,300.00
Premium Support Enterprise Support Manager for Hybrid Cloud Management - Africa Initial	051-006249-1	\$ 41,300.00
Premium Support Enterprise Support Manager for Operations Bridge and Analytics - Africa Renewal	051-006250	\$ 41,300.00
		\$ 41,300.00
Premium Support Enterprise Support Manager for Operations Bridge and Analytics - Africa Initial Premium Support Enterprise Support Manager for IAM - Africa Renewal	051-006250-I 051-006251	\$ 41,300.00
Premium Support Enterprise Support Manager for IAM - Africa Initial	051-006251-l	\$ 41,300.00
Premium Support Enterprise Support Manager for Security Operations - Africa Renewal Premium Support Enterprise Support Manager for Security Operations - Africa Initial	051-006252 051-006252-I	\$ 41,300.00 \$ 41,300.00
Premium Support Enterprise Support Manager for Security Operations - Africa Initial Premium Support Enterprise Support Manager for Unified End Mgmt - Africa Renewal	051-006253	\$ 41,300.00 \$ 41,300.00
Premium Support Enterprise Support Manager for Unified End Mgmt - Africa Initial	051-006253-I	\$ 41,300.00
Premium Support Strategic Support Manager for Archiving and Risk Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006275	\$ 126,000.00
Premium Support Strategic Support Manager for Archiving and Risk Management - Worldwide (US,		\$ 126,000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006275-I	+ .20,000.00
Premium Support Strategic Support Manager for Collaboration Solutions - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006276	\$ 126,000.00
Premium Support Strategic Support Manager for Collaboration Solutions - Worldwide (US, Japan,	054 000070 /	\$ 126,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial Premium Support Strategic Support Manager for Hybrid Cloud Management - Worldwide (US, Japan,	051-006276-1	
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006277	\$ 126,000.00
Premium Support Strategic Support Manager for Hybrid Cloud Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006277-I	\$ 126,000.00
Premium Support Strategic Support Manager for Operations Bridge and Analytics - Worldwide (US,	031-000277-1	¢ 126.000.00
Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006278	\$ 126,000.00
Premium Support Strategic Support Manager for Operations Bridge and Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006278-I	\$ 126,000.00
Premium Support Strategic Support Manager for IAM - Worldwide (US, Japan, Canada, UK,		\$ 126,000.00
Germany, Benelux, Nordics, France, Australia) Renewal	051-006279	φ 120,000.00
Premium Support Strategic Support Manager for IAM - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006279-I	\$ 126,000.00
Premium Support Strategic Support Manager for Security Operations - Worldwide (US, Japan,		\$ 126,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Strategic Support Manager for Security Operations - Worldwide (US, Japan,	051-006280	
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006280-I	\$ 126,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006281	\$ 126,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - Worldwide (US, Japan, Canada,		\$ 126,000.00
UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006281-I	\$ 120,000.00
Premium Support Strategic Support Manager for Archiving and Risk Management - EMEA Zone 2		\$ 109,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006282	
Premium Support Strategic Support Manager for Archiving and Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006282-I	\$ 109,000.00
Premium Support Strategic Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy,		\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006283	\$ 100,000.00
Premium Support Strategic Support Manager for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006283-I	\$ 109,000.00
Premium Support Strategic Support Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006284	\$ 109,000.00
Premium Support Strategic Support Manager for Hybrid Cloud Management - EMEA Zone 2 (Spain,		\$ 109,000.00
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006284-I	00,000.00
Premium Support Strategic Support Manager for Operations Bridge and Analytics - EMEA Zone 2		\$ 109,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006285	
Premium Support Strategic Support Manager for Operations Bridge and Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006285-I	\$ 109,000.00
Premium Support Strategic Support Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle		\$ 109,000.00
East; everything but Germany, Benelux, Nordics, France) Renewal	051-006286	
Premium Support Strategic Support Manager for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006286-I	\$ 109,000.00
Premium Support Strategic Support Manager for Security Operations - EMEA Zone 2 (Spain, Italy,	054 000007	\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Strategic Support Manager for Security Operations - EMEA Zone 2 (Spain, Italy,	051-006287	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006287-I	\$ 109,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006288	\$ 109,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - EMEA Zone 2 (Spain, Italy,		\$ 109,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006288-I	00,000.00
Premium Support Strategic Support Manager for Archiving and Risk Management - Africa Renewal	051-006296	\$ 70,000.00
Premium Support Strategic Support Manager for Archiving and Risk Management - Africa Initial	051-006296-I	\$ 70,000.00
Premium Support Strategic Support Manager for Collaboration Solutions - Africa Renewal Premium Support Strategic Support Manager for Collaboration Solutions - Africa Initial	051-006297 051-006297-I	\$ 70,000.00 \$ 70,000.00
Premium Support Strategic Support Manager for Hybrid Cloud Management - Africa Renewal	051-006298	\$ 70,000.00
Premium Support Strategic Support Manager for Hybrid Cloud Management - Africa Initial	051-006298-I	\$ 70,000.00
Premium Support Strategic Support Manager for Operations Bridge and Analytics - Africa Renewal	051-006299	\$ 70,000.00
Premium Support Strategic Support Manager for Operations Bridge and Analytics - Africa Initial	051-006299-I	\$ 70,000.00

	051-006300	¢ 70.000.00
Premium Support Strategic Support Manager for IAM - Africa Renewal Premium Support Strategic Support Manager for IAM - Africa Initial	051-006300-1	\$ 70,000.00 \$ 70,000.00
Premium Support Strategic Support Manager for Security Operations - Africa Renewal	051-006301	\$ 70,000.00
Premium Support Strategic Support Manager for Security Operations - Africa Initial	051-006301-I	\$ 70,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - Africa Renewal	051-006302	\$ 70,000.00
Premium Support Strategic Support Manager for Unified End Mgmt - Africa Initial	051-006302-I	\$ 70,000.00
Premium Support Technical Account Manager for Information Archiving - Worldwide (US, Japan,	051-006324	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Technical Account Manager for Information Archiving - Worldwide (US, Japan,	051-006324	
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006324-I	\$ 61,000.00
Premium Support Technical Account Manager for File and Print Services - Worldwide (US, Japan,		\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006325	Ψ 01,000.00
Premium Support Technical Account Manager for File and Print Services - Worldwide (US, Japan,	054 006225 1	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006325-I	
Premium Support Technical Account Manager for Collaboration - Worldwide (US, Japan, Canada, UK Germany, Benelux, Nordics, France, Australia) Renewal	, 051-006326	\$ 61,000.00
Premium Support Technical Account Manager for Collaboration - Worldwide (US, Japan, Canada, UK		¢ 01.000.00
Germany, Benelux, Nordics, France, Australia) Initial	051-006326-I	\$ 61,000.00
Premium Support Technical Account Manager for Enterprise Messaging - Worldwide (US, Japan,		\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006327	
Premium Support Technical Account Manager for Enterprise Messaging - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006327-I	\$ 61,000.00
Premium Support Technical Account Manager for Platespin - Worldwide (US, Japan, Canada, UK,		
Germany, Benelux, Nordics, France, Australia) Renewal	051-006328	\$ 61,000.00
Premium Support Technical Account Manager for Platespin - Worldwide (US, Japan, Canada, UK,		\$ 61,000.00
Germany, Benelux, Nordics, France, Australia) Initial	051-006328-I	¢ 01,000.00
Premium Support Technical Account Manager for AppManager - Worldwide (US, Japan, Canada, UK,	051 006220	\$ 61,000.00
Germany, Benelux, Nordics, France, Australia) Renewal	051-006329	
Premium Support Technical Account Manager for AppManager - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006329-I	\$ 61,000.00
Premium Support Technical Account Manager for Privileged Management - Worldwide (US, Japan,		\$ 61.000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006330	\$ 61,000.00
Premium Support Technical Account Manager for Privileged Management - Worldwide (US, Japan,		\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006330-l	,
Premium Support Technical Account Manager for Identity Management - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006331	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal Premium Support Technical Account Manager for Identity Management - Worldwide (US, Japan,		
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006331-l	\$ 61,000.00
Premium Support Technical Account Manager for Access Management - Worldwide (US, Japan,		\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006332	Ψ 01,000.00
Premium Support Technical Account Manager for Access Management - Worldwide (US, Japan,	054 006222 1	\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006332-1	
Premium Support Technical Account Manager for Security Analytics - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Renewal	051-006333	\$ 61,000.00
Premium Support Technical Account Manager for Security Analytics - Worldwide (US, Japan,		\$ 61,000.00
Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006333-I	\$ 61,000.00
Premium Support Technical Account Manager for ZENworks - Worldwide (US, Japan, Canada, UK,		\$ 61,000.00
Germany, Benelux, Nordics, France, Australia) Renewal	051-006334	
Premium Support Technical Account Manager for ZENworks - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006334-I	\$ 61,000.00
Premium Support Technical Account Manager for Information Archiving - EMEA Zone 2 (Spain, Italy,		
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006335	\$ 53,000.00
Premium Support Technical Account Manager for Information Archiving - EMEA Zone 2 (Spain, Italy,		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006335-I	φ 55,000.00
Premium Support Technical Account Manager for File and Print Services - EMEA Zone 2 (Spain, Italy		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006336	
Premium Support Technical Account Manager for File and Print Services - EMEA Zone 2 (Spain, Italy Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	, 051-006336-I	\$ 53,000.00
Premium Support Technical Account Manager for Collaboration - EMEA Zone 2 (Spain, Italy,		¢ 50.000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006337	\$ 53,000.00
Premium Support Technical Account Manager for Collaboration - EMEA Zone 2 (Spain, Italy,		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006337-l	
Premium Support Technical Account Manager for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006338	\$ 53,000.00
Premium Support Technical Account Manager for Enterprise Messaging - EMEA Zone 2 (Spain, Italy,		
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006338-I	\$ 53,000.00
Premium Support Technical Account Manager for Platespin - EMEA Zone 2 (Spain, Italy, Portugal,		\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006339	
Premium Support Technical Account Manager for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East: oversthing but Cormany, Bonelux, Nordice, France) Initial	051-006339-I	\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for AppManager - EMEA Zone 2 (Spain, Italy, Portugal		
Premium Support Technical Account Manager for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	, 051-006340	\$ 53,000.00
Premium Support Technical Account Manager for AppManager - EMEA Zone 2 (Spain, Italy, Portugal,	,	\$ 53,000.00
Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006340-I	÷ 00,000.00
		¢ 52.000.00
Premium Support Technical Account Manager for Privileged Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006341	\$ 53,000.00
Premium Support Technical Account Manager for Privileged Management - EMEA Zone 2 (Spain,		
Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006341-I	\$ 53,000.00
Premium Support Technical Account Manager for Identity Management - EMEA Zone 2 (Spain, Italy,		\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006342	÷ 00,000.00
		\$ 53,000.00
Premium Support Technical Account Manager for Identity Management - EMEA Zone 2 (Spain, Italy, Portugal Middle East: eventhing but Germany, Benelux, Nordice, Erance) Initial	051-006342-	1
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006342-I	
	051-006342-1	\$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy,		
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial		\$ 53,000.00 \$ 53,000.00
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006343 051-006343-I	
Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Technical Account Manager for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Technical Account Manager for Security Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006343	\$ 53,000.00
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EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) \$ 11,000.00	Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; eve	051-006435-I 051-006436 051-006436-I 051-006437 051-006437-I 051-006438 051-006438-I 051-006438-I 051-006438-I	\$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00
Initial 1051-006439-1 I I I	Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; ev	051-006435-I 051-006436 051-006436-I 051-006437 051-006437-I 051-006438 051-006438-I 051-006438-I 051-006438-I	\$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00
	Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; ev	051-006435-I 051-006436 051-006436-I 051-006437 051-006437-I 051-006438 051-006438-I 051-006438-I 051-006439 051-006439	\$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00 \$ 11,000.00

Premium Support Named Support Engineer Add-on 10 Incident Pack for Identity Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006440	\$ 11,000.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Identity Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial	051-006440-l	\$ 11,000.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006441	\$ 11,000.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Access Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)		\$ 11,000.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Security Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006441-1	\$ 11,000.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Security Analytics - EMEA	051-006442	\$ 11,000.00
Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for ZENworks - EMEA Zone 2	051-006442-1	\$ 11,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for ZENworks - EMEA Zone 2	051-006443	\$ 11,000.00
(Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Information Archiving - Africa	051-006443-1	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Information Archiving - Africa	051-006455	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for File and Print Services -	051-006455-I	\$ 6,600.00
Africa Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for File and Print Services -	051-006456	\$ 6,600.00
Africa Initial Premium Support Named Support Engineer Add-on 10 Incident Pack for Collaboration - Africa	051-006456-I	\$ 6,600.00
	051-006457	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging -	051-006457-I	\$ 6,600.00
Africa Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Enterprise Messaging -	051-006458	\$ 6,600.00
Africa Initial	051-006458-1	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - Africa Renewal Premium Support Named Support Engineer Add-on 10 Incident Pack for Platespin - Africa Initial	051-006459 051-006459-I	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - Africa Renewal	051-006460	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for AppManager - Africa Initial	051-006460-I	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Privileged Management - Africa Renewal	051-006461	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Privileged Management - Africa Initial	051-006461-l	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Identity Management - Africa Renewal	051-006462	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Identity Management - Africa Initial	051-006462-I	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Access Management - Africa Renewal	051-006463	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Access Management - Africa Initial	051-006463-I	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Security Analytics - Africa Renewal	051-006464	\$ 6,600.00
Premium Support Named Support Engineer Add-on 10 Incident Pack for Security Analytics - Africa Initial	051-006464-I	\$ 6,600.00
	051-006465 051-006465-I	\$ 6,600.00 \$ 6,600.00
Premium Support Local Language - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics,	051-006401	\$ 10,000.00
France, Australia) Renewal Premium Support Local Language - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Initial	051-006401-1	\$ 10,000.00
Premium Support Security Clearance - Worldwide (US, Japan, Canada, UK, Germany, Benelux,	051-006402	\$ 25,000.00
Nordics, France, Australia) Renewal Premium Support Security Clearance - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nardias, Eranas, Australia) Initial		\$ 25,000.00
Nordics, France, Australia) Initial Premium Support In-Country Resource - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia) Resource	051-006402-1	\$ 15,000.00
Nordics, France, Australia) Renewal Premium Support In-Country Resource - Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nardice, France, Australia) Initial	051-006403	\$ 15,000.00
Nordics, France, Australia) Initial Premium Support Local Language - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but	051-006403-I	\$ 8,600.00
Premium Support Local Language - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but	051-006404	\$ 8,600.00
Germany, Benelux, Nordics, France) Initial Premium Support Security Clearance - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006405	\$ 23,000.00
Premium Support Security Clearance - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything	051-006405-1	\$ 23,000.00
but Germany, Benelux, Nordics, France) Initial Premium Support In-Country Resource - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France) Renewal	051-006406	\$ 13,000.00
Premium Support In-Country Resource - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything	051-006406-1	\$ 13,000.00
but Germany, Benelux, Nordics, France) Initial Premium Support Local Language - Africa Renewal Premium Support Local Language - Africa Initial	051-006410	\$ 5,500.00
Premium Support Local Language - Africa Initial Premium Support Security Clearance - Africa Renewal	051-006410-I 051-006411	\$ 5,500.00 \$ 13,800.00
	051-006411-I 051-006412	\$ 13,800.00 \$ 8,300.00
Premium Support In-Country Resource - Africa Initial Flexible Credit for Operations Bridge & Analytics- Worldwide (US, Japan, Canada, UK, Germany,	051-006412-1	\$ 8,300.00 \$ 500.00
Benelux, Nordics, France, Australia) Flexible Credit for Hybrid Cloud Management- Worldwide (US, Japan, Canada, UK, Germany,	051-005929	
Benelux, Nordics, France, Australia)	051-005930	\$ 500.00
Flexible Credit for IAM- Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France,		\$ 500.00

		Total		\$
Flexible Credit for Archiving & Risk Management - Africa	051-006531	\$	275.00	
Flexible Credit for Collaboration Solutions - Africa	051-006530	\$	275.00	
Flexible Credit for Unified Endpoint Management - Africa	051-006529	\$	275.00	
Flexible Credit for Security Operations - Africa	051-006528	\$	275.00	
Flexible Credit for IAM - Africa	051-006527	\$	275.00	
Flexible Credit for Hybrid Cloud Management - Africa	051-006526	\$	275.00	
Flexible Credit for Operations Bridge & Analytics - Africa	051-006525	\$	275.00	
Flexible Credit for Archiving & Risk Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006517	\$	429.00	
Flexible Credit for Collaboration Solutions - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006516	\$	429.00	
Flexible Credit for Unified Endpoint Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006515	\$	429.00	
Flexible Credit for Security Operations - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006514	\$	429.00	
Flexible Credit for IAM - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006513	\$	429.00	
Flexible Credit for Hybrid Cloud Management - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006512	\$	429.00	
Flexible Credit for Operations Bridge & Analytics - EMEA Zone 2 (Spain, Italy, Portugal, Middle East; everything but Germany, Benelux, Nordics, France)	051-006511	\$	429.00	
Flexible Credit for Archiving & Risk Management- Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia)	051-005935	\$	500.00	
Flexible Credit for Collaboration Solutions- Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia)	051-005934	\$	500.00	
Flexible Credit for Unified Endpoint Management- Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia)	051-005933	\$	500.00	
Flexible Credit for Security Operations- Worldwide (US, Japan, Canada, UK, Germany, Benelux, Nordics, France, Australia)	051-005932	\$	500.00	