

| Product Discount Category | Product Category Description | Cumulative Purchase Volume Achievement Level | | | | | | | |
|---------------------------|--|--|---------------------------------------|--|--|--|---|--|-------------------------------|
| | | Level 1 - \$0 to \$5,000,000 | Level 2 - \$5,000,001 to \$10,000,000 | Level 3 - \$10,000,001 to \$20,000,000 | Level 4 - \$20,000,001 to \$40,000,000 | Level 5 - \$40,000,001 to \$80,000,000 | Level 6 - \$80,000,001 to \$160,000,000 | Level 7 - \$160,000,001 to \$220,000,000 | Level 8 - Above \$220,000,001 |
| A | Hardware - Enterprise (Sym,Celerra) | 44.0% | 45.0% | 46.0% | 47.0% | 48.0% | 50.0% | 50.5% | 51.5% |
| B | Hardware - Mid-Tier (CLARiiON, Centera, NAS) | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| C | Hardware – Connectrix | 34.0% | 35.0% | 36.0% | 37.0% | 38.0% | 40.0% | 40.5% | 41.5% |
| CL-E | VMAX CE | 10.0% | 11.0% | 12.0% | 13.0% | 14.0% | 15.0% | 15.5% | 16.5% |
| D1 | Software - Enterprise Platform | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| D2 | Software - Mid-Tier Platform | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| D3 | Software - Multi-platform/Open | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| DE | Entry Software (BRS: Data Domain) | 15.0% | 16.0% | 17.0% | 18.0% | 19.0% | 21.0% | 21.5% | 22.5% |
| DH | High-End Software (BRS: Data Domain, Avamar, Disk Library, Networker) | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| DM | Midrange Software (BRS: Data Domain, Avamar, Atmos, Disk Library) | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| E | EMC 3rd Party SW & HW,Switches | 15.0% | 16.0% | 17.0% | 18.0% | 19.0% | 21.0% | 21.5% | 22.5% |
| EN-H | Hardware - VMAX 10K/20K/40K | 33.0% | 34.0% | 35.0% | 36.0% | 37.0% | 39.0% | 39.5% | 40.5% |
| EN-S | Software - VMAX 10K/20K/40K | 33.0% | 34.0% | 35.0% | 36.0% | 37.0% | 39.0% | 39.5% | 40.5% |
| ES-1 | VMAX3 HW & SW, HW & SW Maintenance | 33.0% | 34.0% | 35.0% | 36.0% | 37.0% | 39.0% | 39.5% | 40.5% |
| F | Services | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% | 2.0% |
| I | Training / Education Services | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| IS | Isilon Hardware/Software | 15.6% | 15.6% | 15.6% | 15.6% | 15.6% | 15.6% | 15.6% | 15.6% |
| J | Server Flash, AX/NX, Insignia | 10.0% | 11.0% | 12.0% | 13.0% | 14.0% | 16.0% | 16.5% | 17.5% |
| K | Select / Mozy Offerings | 15.0% | 16.0% | 17.0% | 18.0% | 19.0% | 21.0% | 21.5% | 22.5% |
| PE | Entry Systems (BRS: Data Domain) | 15.0% | 16.0% | 17.0% | 18.0% | 19.0% | 21.0% | 21.5% | 22.5% |
| PH | High-End Systems (BRS: Data Domain, Disk Library) | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| PM | Midrange Systems (BRS: Data Domain, Avamar, Atmos, Disk Library) | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| UE | Unified Entry - Level Offerings | 10.0% | 11.0% | 12.0% | 13.0% | 14.0% | 16.0% | 16.5% | 17.5% |
| UM | VNX Hardware/Software | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| UM-H | Hardware - Unified Mid-Tier | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| UM-S | Software - Unified Mid-Tier | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 29.0% | 29.5% | 30.5% |
| V | ViPR - SW Defined Storage, ECS Appliance - SW & Maint | 15.0% | 16.0% | 17.0% | 18.0% | 19.0% | 20.0% | 20.5% | 21.5% |
| VPLEX | VPLEX Hardware/Software | 23.0% | 24.0% | 25.0% | 26.0% | 27.0% | 28.0% | 28.5% | 29.5% |
| XT | XtremIO | 21.0% | 22.0% | 23.0% | 24.0% | 25.0% | 26.0% | 26.5% | 27.5% |
| NW-ED/TRN | RSA NetWitness Training and Education | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% |
| NW-HW | RSA NetWitness Hardware | 6.9% | 6.9% | 6.9% | 6.9% | 6.9% | 6.9% | 6.9% | 6.9% |
| NW-HW Maint | RSA NetWitness Hardware Maintenance | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% |
| NW-PROSRV | RSA NetWitness Professional Service (Implementations, Configuration Analysis, etc. | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% |
| NW-SW | RSA NetWitness Software | 10.9% | 10.9% | 10.9% | 10.9% | 10.9% | 10.9% | 10.9% | 10.9% |
| NW-SW Maint | RSA NetWitness Software Maintenance | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% | 5.5% |
| R1 | RSA Hardware/Software | 7.0% | 8.0% | 9.0% | 10.0% | 11.0% | 13.0% | 13.5% | 14.5% |
| R2 | RSA Root Signing | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| RS-G | RSA Hardware/Software Maintenance | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| All Product Categories | EMC Hardware/Software Maintenance and Warranty Upgrades/Renewals | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

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