

DIR- TSO-4389
Appendix C- Pricing Index
GAIN Innovation, LLC

BRAND	DIR Customer Discount % off MSRP
Vendor is awarded all products available for each brand	
AWS	2.00%
NetSkope	20.00%
Veeam	10.00%
XAQT	5.00%
GAIN	10.00%
RELATED SERVICES	
Maintenance and Support	
Maintenance and Support - AWS	2.00%
Maintenance and Support - NetSkope	10.00%
Maintenance and Support - Veeam	10.00%
Maintenance and Support - XAQT	5.00%
Installation	10.00%
Configuration	10.00%
OTHER SERVICES	
Provider	DIR Customer Discount % off MSRP
GAIN Cloud Software, Marketplace, and Private Marketplace and cloud hosted Solution Services	2.00%
GAIN Managed Services, Fleet, Asset, Smart Dashboards, Situational Awareness and Location Intelligence Management Services	10.00%
GAIN IOT Data and Edge Node Management Services	10.00%
GAIN Virtual Reality Training	10.00%
GAIN Voice and Collaboration Services	5.00%
GAIN Location-Based Services & Mobile Engagement	5.00%
GAIN Cloud Contact Center Solutions	8.00%
GAIN Cloud Customer Experience and Multi-Channel Communication	8.00%
Technical Services p/hour	10.00%
Deployment Services p/hour	10.00%
Training p/hour cost	10.00%
Installation p/hour	10.00%
Configuration p/hour	10.00%
Deployment /per hour	10.00%
Technical Support /per hour	10.00%
Senior Technical Administrator p/hour	10.00%
Architec p/hour	10.00%
Project Manager P/hour	10.00%

Volume discounts available based on volume and proejct size