

Exhibit C - Pricing Sheet

Softchoice Corporation Software Value Added Reseller (43230000-23-NASPO-ACS) Category I - General Software (All Publishers <u>Except</u> Microsoft and Oracle)	
PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Tier I Publishers (Key Itemized Publishers)	
ADOBE	1.95%
CA TECHNOLOGIES	1.20%
CISCO	1.95%
COMMVault	1.20%
IBM	1.70%
RED HAT	1.70%
SPLUNK	1.70%
TABLEAU	1.20%
VEEAM	1.95%
VMWARE	1.95%
Tier II Publishers (Other Itemized Publishers)	
AUTODESK	2.95%
BARRACUDA NETWORKS	2.95%
BMC SOFTWARE	1.20%
CHECK POINT SOFTWARE	2.95%
CHERWELL	1.20%
CITRIX	2.95%
CHATSWORTH PRODUCTS (CPI)	1.20%
CROWDSTRIKE	2.95%
DELL	2.95%
DELPHIX	1.20%
DOCUSIGN	1.70%
DYNATRACE	1.20%
FORCEPOINT	2.95%
FORTINET	2.95%
GOOGLE	2.95%
INFORMATICA	1.70%
IVANTI	1.20%
KNOWBE4	2.20%
MCAfee	2.95%
MICRO FOCUS	2.95%
MULESOFT	1.70%
NETMOTION	1.20%
OKTA	1.20%
OPENTEXT	2.95%
PROGRESS SOFTWARE	1.20%
PROOFPOINT	2.95%
QUEST SOFTWARE	2.95%
RAPID7	1.70%
RSA SECURITY	2.95%
SAP	1.70%
SOLARWINDS	2.95%
SOPHOS	2.95%
SPILLMAN	1.20%

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PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	
SYMANTEC	1.70%	
TENABLE	1.20%	
TREND MICRO	2.65%	
VARONIS	1.70%	
VERITAS	2.95%	
ZOHO	1.20%	
Non-itemized Publishers		
All other publishers	4.20%	
	HOURLY RATE	
Reseller Services		
- Asset management	\$200.00	
- Solutions architect	\$199.50	
- Senior solutions architect	\$223.25	
- Program engagement manager	\$215.00	
- Project leader	\$220.00	
- Project manager	\$190.00	
- Senior project manager	\$190.00	
All other in-scope reseller services	\$225.00	
	SOFTCHOICE REGULAR HOURLY RATE	DISCOUNTED HOURLY RATE*
Professional Services		
Associate - Basic Support, Rack & Stack	\$135.00	\$128.25
Intermediate Rate – Includes Intermediate Support – Cisco and Data Center Core Technologies	\$210.00	\$199.50
Senior Rate – Includes Advance Support – Cisco and Data Center Core Technologies	\$235.00	\$223.25
Consulting Rate, PS Architects and Business Consultants	\$300.00	\$285.00
Project Management	\$200.00	\$190.00
Program Management	\$225.00	\$213.75
End User Training	\$200.00	\$190.00
Adoption Planning	\$235.00	\$223.25

***Discounted hourly rate is for all professional service engagements (Scope of Work [SOW]) over \$50,000.00.**

Please Note:

- Any work performed after hours will have the following premium applied to the discounted hourly rate: 1.5x.
- Any emergency work that requires support within the next business day will have the following premium applied to the discounted hourly rate: 2x.
- Enterprise level or larger scale engagements will be evaluated for additional discounts.
- Softchoice Corporation reserves the right to include a 0.25% maximum increase to its markup if the Customer is paying via credit card.

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Softchoice Corporation Software Value Added Reseller (43230000-23-NASPO-ACS) Optional Services - All Publishers <u>Except</u> Microsoft and Oracle	
OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Optional Markup-based Services (In-Scope Defined Services)	
Installation	8.70%
De Commissioning	8.70%
Configuration	8.70%
Training	8.70%
	ESTIMATED VALUE
Value-Added Services (Paid for by Softchoice Corporation)	
Cisco Asset Review	\$10,000.00
Cloud Readiness Technology Review	\$10,000.00
Software Rationalization Program	\$5,000.00
Data Center Assessment	\$3,000.00
Licensing Assessment for Cisco, VMware	\$3,000 to \$10,000 depending on the size of the Customer

Please Note:

- Softchoice Corporation reserves the right to include a 0.25% maximum increase to its markup if the Customer is paying via credit card.
- Softchoice Corporation may also offer further value-added services that may be purchased at an additional cost to the Customer.