

DIR-CPO-5177
Appendix C: Pricing Index
HTC Global Services, Inc.

IaaS	
IaaS SUBCATEGORY NAME	DISCOUNT % OFF MSRP/LIST
Azure	5.00%
Google	1.00%
AWS	0.75%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Additional Discount	Total Discount
Azure Aggregate business of \$8,000,000	2.00%	7.00%
AWS Aggregate business of \$8,000,000	0.25%	1.00%
Google Aggregate business Of \$8,000,000	1.00%	2.00%

PaaS	
CATEGORY NAME	DISCOUNT % OFF MSRP/LIST
Azure	5.00%
AWS	0.75%
Google	1.00%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Additional Discount	Total Discount
Azure Aggregate business of \$8,000,000	2.00%	7.00%
AWS Aggregate business of \$8,000,000	0.25%	1.00%
Google Aggregate business Of \$8,000,000	1.00%	2.00%

MaaS	
CATEGORY NAME	DISCOUNT % OFF MSRP/LIST
All MaaS Offerings	5.00%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Additional Discount	Total Discount
Services (MaaS Only) Aggregate business of \$4,000,000	2.00%	7.00%

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Cloud Broker Services	
CATEGORY NAME	DISCOUNT % OFF MSRP/LIST
Procurement of Cloud Provider Accounts or Subscriptions	0.00%
Invoice and Billing Management	5.00%
Monthly Utilization reports	0.00%
Cloud Management Installation Portal Configuration & Management	0.00%
Monthly Subscription Charges	5.00%