

NOTE: Limited number of third party products are available to be sold via DIR-TSO-3996 as part of a total solution/offering. If you have questions around what and how these items can be sold, please reach out to:

Eric Rice  
erice2@us.ibm.com  
770-863-1572

Karen Schneider  
kasch@us.ibm.com  
720-397-5563

THIRD PARTY PRODUCTS	
Brand	DIR Customer Discount % off MSRP *
Cisco - HW	20.00%
Juniper - HW	20.00%
AppDynamics	15.00%
VMWare	20.00%
NetApp	18.00%
Microsoft CSP	15.00%
ServiceNow	15.00%
Mobi	15.00%
4 Square	15.00%
Citrix	15.00%
Flexible	15.00%
<b>*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee</b>	