Dhenali Inc. Contract specific discounts for CA ETC Contract

**Cohesity
Storage**

	Categories:	Software Defined Storage (SDS)	Object Storage Array	NAS	Data Backup & Recovery
Sub-Categories		Percentage off MSRP	Percentage off MSRP	Percentage off MSRP	Percentage off MSRP
Hardware		18%	18%	18%	18%
Software		24%	51%	51%	51%
Accessories		18%	18%	18%	18%
Installation Services		5%	5%	5%	5%
Professional Services		5%	5%	5%	5%
Warranty/Support		18%	18%	18%	18%

**Netscout
Networking**

	Categories:	Data Center Networking
Sub-Categories		Percentage off MSRP
Hardware		16%
Software		10%
Accessories		15%
Installation Services		0%
Professional Services		0%
Warranty/Support		10%

**Netskope
Networking**

	Categories:	Data Center Networking
Sub-Categories		Percentage off MSRP
Hardware		23%
Software		23%
Accessories		10%
Installation Services		10%
Professional Services		10%
Warranty/Support		3%