



SKU#	Product Name	Product Type	Category	List Price	DIR Discount	Product Description
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Appliances

ACT-CDS	Actifio Copy Data System	HW	Product	\$160,000	60%	Actifio Copy Data System, No MDL Included
ACT-SKY-01	Actifio Sky Virtual Appliance	SW	Product	\$0	60%	Actifio Sky Appliance, (X)TB Dedup Pool Size, No MDL included
ACT-SKY-05	Actifio Sky Virtual Appliance	SW	Product	\$0	60%	Actifio Sky Appliance, (X)TB Dedup Pool Size, No MDL included
ACT-SKY-10	Actifio Sky Virtual Appliance	SW	Product	\$0	60%	Actifio Sky Appliance, (X)TB Dedup Pool Size, No MDL included
ACT-SKY-30	Actifio Sky Virtual Appliance	SW	Product	\$0	60%	Actifio Sky Appliance, (X)TB Dedup Pool Size, No MDL included
ACT-SKY-50	Actifio Sky Virtual Appliance	SW	Product	\$0	60%	Actifio Sky Appliance, (X)TB Dedup Pool Size, No MDL included
ACT-SKY-ENC	Actifio Sky Appliance Encryption	SW	Product	\$0	60%	Actifio Sky Appliance Encryption Add On

Managed Data License - Advanced

ACT-5TB-MDL	5TB MDL	SW	Product	\$98,000	60%	5TB Managed Data License
ACT-10TB-MDL	10TB MDL	SW	Product	\$162,000	60%	10TB Managed Data License
ACT-15TB-MDL	15TB MDL	SW	Product	\$218,000	60%	15TB Managed Data License
ACT-20TB-MDL	20TB MDL	SW	Product	\$270,000	60%	20TB Managed Data License
ACT-25TB-MDL	25TB MDL	SW	Product	\$318,000	60%	25TB Managed Data License
ACT-30TB-MDL	30TB MDL	SW	Product	\$370,000	60%	30TB Managed Data License
ACT-35TB-MDL	35TB MDL	SW	Product	\$420,000	60%	35TB Managed Data License
ACT-40TB-MDL	40TB MDL	SW	Product	\$470,000	60%	40TB Managed Data License
ACT-45TB-MDL	45TB MDL	SW	Product	\$518,000	60%	45TB Managed Data License
ACT-50TB-MDL	50TB MDL	SW	Product	\$573,000	60%	50TB Managed Data License
ACT-55TB-MDL	55TB MDL	SW	Product	\$618,000	60%	55TB Managed Data License
ACT-60TB-MDL	60TB MDL	SW	Product	\$661,500	60%	60TB Managed Data License
ACT-65TB-MDL	65TB MDL	SW	Product	\$705,500	60%	65TB Managed Data License
ACT-70TB-MDL	70TB MDL	SW	Product	\$749,000	60%	70TB Managed Data License
ACT-75TB-MDL	75TB MDL	SW	Product	\$792,000	60%	75TB Managed Data License
ACT-80TB-MDL	80TB MDL	SW	Product	\$834,500	60%	80TB Managed Data License
ACT-85TB-MDL	85TB MDL	SW	Product	\$877,000	60%	85TB Managed Data License
ACT-90TB-MDL	90TB MDL	SW	Product	\$920,000	60%	90TB Managed Data License
ACT-95TB-MDL	95TB MDL	SW	Product	\$963,000	60%	95TB Managed Data License
ACT-100TB-MDL	100TB MDL	SW	Product	\$1,018,000	60%	100TB Managed Data License
ACT-125TB-MDL	125TB MDL	SW	Product	\$1,255,000	60%	125TB Managed Data License
ACT-150TB-MDL	150TB MDL	SW	Product	\$1,490,000	60%	150TB Managed Data License
ACT-175TB-MDL	175TB MDL	SW	Product	\$1,723,000	60%	175TB Managed Data License
ACT-200TB-MDL	200TB MDL	SW	Product	\$1,955,000	60%	200TB Managed Data License
ACT-225TB-MDL	225TB MDL	SW	Product	\$2,185,000	60%	225TB Managed Data License
ACT-250TB-MDL	250TB MDL	SW	Product	\$2,413,000	60%	250TB Managed Data License
ACT-275TB-MDL	275TB MDL	SW	Product	\$2,640,000	60%	275TB Managed Data License
ACT-300TB-MDL	300TB MDL	SW	Product	\$2,866,000	60%	300TB Managed Data License

Managed Data License - Standard

ACT-5TB-MDL-S	5TB Standard MDL	SW	Product	\$42,680	60%	5TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-10TB-MDL-S	10TB Standard MDL	SW	Product	\$64,900	60%	10TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-15TB-MDL-S	15TB Standard MDL	SW	Product	\$86,680	60%	15TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-20TB-MDL-S	20TB Standard MDL	SW	Product	\$108,000	60%	20TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-25TB-MDL-S	25TB Standard MDL	SW	Product	\$128,900	60%	25TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-30TB-MDL-S	30TB Standard MDL	SW	Product	\$149,360	60%	30TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-35TB-MDL-S	35TB Standard MDL	SW	Product	\$169,440	60%	35TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-40TB-MDL-S	40TB Standard MDL	SW	Product	\$189,080	60%	40TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-45TB-MDL-S	45TB Standard MDL	SW	Product	\$208,300	60%	45TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-50TB-MDL-S	50TB Standard MDL	SW	Product	\$235,120	60%	50TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-55TB-MDL-S	55TB Standard MDL	SW	Product	\$253,560	60%	55TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-60TB-MDL-S	60TB Standard MDL	SW	Product	\$271,600	60%	60TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-65TB-MDL-S	65TB Standard MDL	SW	Product	\$289,260	60%	65TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-70TB-MDL-S	70TB Standard MDL	SW	Product	\$306,560	60%	70TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-75TB-MDL-S	75TB Standard MDL	SW	Product	\$323,460	60%	75TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-80TB-MDL-S	80TB Standard MDL	SW	Product	\$340,000	60%	80TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-85TB-MDL-S	85TB Standard MDL	SW	Product	\$356,200	60%	85TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-90TB-MDL-S	90TB Standard MDL	SW	Product	\$372,000	60%	90TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-95TB-MDL-S	95TB Standard MDL	SW	Product	\$387,500	60%	95TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-100TB-MDL-S	100TB Standard MDL	SW	Product	\$414,640	60%	100TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-125TB-MDL-S	125TB Standard MDL	SW	Product	\$503,620	60%	125TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-150TB-MDL-S	150TB Standard MDL	SW	Product	\$590,800	60%	150TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-175TB-MDL-S	175TB Standard MDL	SW	Product	\$676,160	60%	175TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-200TB-MDL-S	200TB Standard MDL	SW	Product	\$759,760	60%	200TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-225TB-MDL-S	225TB Standard MDL	SW	Product	\$841,640	60%	225TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-250TB-MDL-S	250TB Standard MDL	SW	Product	\$921,800	60%	250TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector
ACT-275TB-MDL-S	275TB Standard MDL	SW	Product	\$1,000,280	60%	275TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector

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ACT-300TB-MDL-S	300TB Standard MDL	SW	Product	\$1,077,100	60%	300TB Basic MDL - Used for VMware, Hyper-V and MS SQL using Actifio connector

Managed Data License - DB

ACT-5TB-MDL-DB	5TB DB MDL	SW	Product	\$65,760	60%	5TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-10TB-MDL-DB	10TB DB MDL	SW	Product	\$103,280	60%	10TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-15TB-MDL-DB	15TB DB MDL	SW	Product	\$136,160	60%	15TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-20TB-MDL-DB	20TB DB MDL	SW	Product	\$166,640	60%	20TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-25TB-MDL-DB	25TB DB MDL	SW	Product	\$194,800	60%	25TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-30TB-MDL-DB	30TB DB MDL	SW	Product	\$225,200	60%	30TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-35TB-MDL-DB	35TB DB MDL	SW	Product	\$254,640	60%	35TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-40TB-MDL-DB	40TB DB MDL	SW	Product	\$284,000	60%	40TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-45TB-MDL-DB	45TB DB MDL	SW	Product	\$312,120	60%	45TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-50TB-MDL-DB	50TB DB MDL	SW	Product	\$347,680	60%	50TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-55TB-MDL-DB	55TB DB MDL	SW	Product	\$374,040	60%	55TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-60TB-MDL-DB	60TB DB MDL	SW	Product	\$399,560	60%	60TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-65TB-MDL-DB	65TB DB MDL	SW	Product	\$425,400	60%	65TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-70TB-MDL-DB	70TB DB MDL	SW	Product	\$450,920	60%	70TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-75TB-MDL-DB	75TB DB MDL	SW	Product	\$476,160	60%	75TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-80TB-MDL-DB	80TB DB MDL	SW	Product	\$501,080	60%	80TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-85TB-MDL-DB	85TB DB MDL	SW	Product	\$526,000	60%	85TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-90TB-MDL-DB	90TB DB MDL	SW	Product	\$551,200	60%	90TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-95TB-MDL-DB	95TB DB MDL	SW	Product	\$576,400	60%	95TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-100TB-MDL-DB	100TB DB MDL	SW	Product	\$613,680	60%	100TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-125TB-MDL-DB	125TB DB MDL	SW	Product	\$752,680	60%	125TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-150TB-MDL-DB	150TB DB MDL	SW	Product	\$890,520	60%	150TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-175TB-MDL-DB	175TB DB MDL	SW	Product	\$1,027,120	60%	175TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-200TB-MDL-DB	200TB DB MDL	SW	Product	\$1,163,280	60%	200TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-225TB-MDL-DB	225TB DB MDL	SW	Product	\$1,298,200	60%	225TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-250TB-MDL-DB	250TB DB MDL	SW	Product	\$1,432,000	60%	250TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-275TB-MDL-DB	275TB DB MDL	SW	Product	\$1,565,080	60%	275TB Managed Data License for TDM, DB Cloning & Instant Recovery
ACT-300TB-MDL-DB	300TB DB MDL	SW	Product	\$1,697,640	60%	300TB Managed Data License for TDM, DB Cloning & Instant Recovery

Actifio Global Manager

ACT-5TB-AGM	5TB Actifio Global Manager	SW	Product	\$0	60%	5TB Actifio Global Manager License
ACT-10TB-AGM	10TB Actifio Global Manager	SW	Product	\$0	60%	10TB Actifio Global Manager License
ACT-15TB-AGM	15TB Actifio Global Manager	SW	Product	\$0	60%	15TB Actifio Global Manager License
ACT-20TB-AGM	20TB Actifio Global Manager	SW	Product	\$0	60%	20TB Actifio Global Manager License
ACT-25TB-AGM	25TB Actifio Global Manager	SW	Product	\$0	60%	25TB Actifio Global Manager License
ACT-30TB-AGM	30TB Actifio Global Manager	SW	Product	\$0	60%	30TB Actifio Global Manager License
ACT-35TB-AGM	35TB Actifio Global Manager	SW	Product	\$0	60%	35TB Actifio Global Manager License
ACT-40TB-AGM	40TB Actifio Global Manager	SW	Product	\$0	60%	40TB Actifio Global Manager License
ACT-45TB-AGM	45TB Actifio Global Manager	SW	Product	\$0	60%	45TB Actifio Global Manager License
ACT-50TB-AGM	50TB Actifio Global Manager	SW	Product	\$0	60%	50TB Actifio Global Manager License
ACT-55TB-AGM	55TB Actifio Global Manager	SW	Product	\$0	60%	55TB Actifio Global Manager License
ACT-60TB-AGM	60TB Actifio Global Manager	SW	Product	\$0	60%	60TB Actifio Global Manager License
ACT-65TB-AGM	65TB Actifio Global Manager	SW	Product	\$0	60%	65TB Actifio Global Manager License
ACT-70TB-AGM	70TB Actifio Global Manager	SW	Product	\$0	60%	70TB Actifio Global Manager License
ACT-75TB-AGM	75TB Actifio Global Manager	SW	Product	\$0	60%	75TB Actifio Global Manager License
ACT-80TB-AGM	80TB Actifio Global Manager	SW	Product	\$0	60%	80TB Actifio Global Manager License
ACT-85TB-AGM	85TB Actifio Global Manager	SW	Product	\$0	60%	85TB Actifio Global Manager License
ACT-90TB-AGM	90TB Actifio Global Manager	SW	Product	\$0	60%	90TB Actifio Global Manager License
ACT-95TB-AGM	95TB Actifio Global Manager	SW	Product	\$0	60%	95TB Actifio Global Manager License
ACT-100TB-AGM	100TB Actifio Global Manager	SW	Product	\$0	60%	100TB Actifio Global Manager License
ACT-125TB-AGM	125TB Actifio Global Manager	SW	Product	\$0	60%	125TB Actifio Global Manager License
ACT-150TB-AGM	150TB Actifio Global Manager	SW	Product	\$0	60%	150TB Actifio Global Manager License
ACT-175TB-AGM	175TB Actifio Global Manager	SW	Product	\$0	60%	175TB Actifio Global Manager License
ACT-200TB-AGM	200TB Actifio Global Manager	SW	Product	\$0	60%	200TB Actifio Global Manager License
ACT-225TB-AGM	225TB Actifio Global Manager	SW	Product	\$0	60%	225TB Actifio Global Manager License
ACT-250TB-AGM	250TB Actifio Global Manager	SW	Product	\$0	60%	250TB Actifio Global Manager License
ACT-275TB-AGM	275TB Actifio Global Manager	SW	Product	\$0	60%	275TB Actifio Global Manager License
ACT-300TB-AGM	300TB Actifio Global Manager	SW	Product	\$0	60%	300TB Actifio Global Manager License

Actifio Resiliency Director

ACT-RD-0-300VMs	Resiliency Director, (Per VM, 0-300 VMs)	SW	Product	\$1,900	60%	Per VM License for Resiliency Director for 0-300VMs
ACT-RD-301-2000VMs	Resiliency Director, (Per VM, 301-2000 VMs)	SW	Product	\$1,400	60%	Per VM License for Resiliency Director for 301-2000VMs
ACT-RD-2001-5000VMs	Resiliency Director, (Per VM, 2001-5000 VMs)	SW	Product	\$1,000	60%	Per VM License for Resiliency Director for 2001-5000VMs
ACT-RD-5001+VMs	Resiliency Director, (Per VM, 5001+ VMs)	SW	Product	\$700	60%	Per VM License for Resiliency Director for 5001+VMs

Miscellaneous

ACT-NASD-P	NAS Director Physical Appliance	HW	Product	\$100,000	60%	Actifio NAS Director Physical Appliance, single node
ACT-NASD-V	NAS Director Virtual Appliance	SW	Product	\$0	60%	Actifio NAS Director Virtual Appliance, single node
ACT-ASCDR1	Sharepoint DB Recovery (1TB DB)	SW	Product	\$6,333	60%	Actifio Sharepoint Database Recovery, 1TB DB
ACT-ASCDR5	Sharepoint DB Recovery (5TB DB)	SW	Product	\$18,464	60%	Actifio Sharepoint Database Recovery, 5TB DB

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ACT-AEMR200	Exchange Mailbox Recovery (200)	SW	Product	\$12,261	60%	Actifio Exchange 200 Mailbox Recovery
ACT-AEMR500	Exchange Mailbox Recovery (500)	SW	Product	\$20,435	60%	Actifio Exchange 500 Mailbox Recovery
ACT-AEMR1000	Exchange Mailbox Recovery (1000)	SW	Product	\$30,878	60%	Actifio Exchange 1000 Mailbox Recovery
ACT-AEMR5000	Exchange Mailbox Recovery (5000)	SW	Product	\$110,976	60%	Actifio Exchange 5000 Mailbox Recovery

Professional Services

ACT-RESIDENT-12M	Resident - 12 Months	Services	Services	\$350,000	10%	Local 12 Month Resident
ACT-RESIDENT-6M	Resident - 6 Months	Services	Services	\$184,000	10%	Local or Remote 6 Month Resident - Customer pays travel expenses if resident is onsite
ACT-RESIDENT-12M-R	Remote Resident - 12 Months	Services	Services	\$117,000	10%	Offshore Remote 12 Month Resident
ACT-RESIDENT-3M	Resident - 3 Months	Services	Services	\$100,000	10%	Local or Remote 3 Month Resident - Customer pays travel expenses if resident is onsite
ACT-RESIDENT-6M-R	Remote Resident - 6 Months	Services	Services	\$67,000	10%	Offshore Remote 6 Month Resident
ACT-RESIDENT-3M-R	Remote Resident - 3 Months	Services	Services	\$39,000	10%	Offshore Remote 3 Month Resident
ACT-SVCS-SPEK	MSP Enablement	Services	Services	\$30,700	10%	MSP gets enabled on Marketing, ISR, Pre-Sales, Sales, and Operations
ACT-ISERV01	Base Implementation	Services	Services	\$20,000	10%	Project Management / Design Review & Validation, Documentation/Validation, Operational Readiness, Integration
ACT-ISERV17	Custom Services - 1 Week	Services	Services	\$16,700	10%	Custom SOW Services - 1 Week (40 hours) - Requires SDL Approval & SOW
ACT-ISERV29	Platform Optimization	Services	Services	\$13,500	10%	Service for existing customers who have been installed 6+ months (Appliance analysis, health check, new feature demonstrations etc...)
ACT-ISERV12	Custom Services - 1 Week (Remote)	Services	Services	\$13,000	10%	Custom SOW Services - 1 Week Remote (40 hours) - Requires SDL Approval & SOW
ACT-ISERV10	NAS Director Physical Implementation	Services	Services	\$8,000	10%	Implementation for quantity 1x NAS Director Physical Appliance
ACT-ISERV31	NAS Director Virtual Implementation	Services	Services	\$5,550	10%	Implementation for quantity 1x NAS Director Virtual Appliance
ACT-ISERV02	CDS Installation	Services	Services	\$6,500	10%	CDS Installation/Implementation
ACT-ISERV25	Actifio Global Manager Implementation	Services	Services	\$5,500	10%	Implementation and configuration of 1 instance of AGM
ACT-ISERV19	Resiliency Director Implementation (Up to 2 RP's)	Services	Services	\$5,300	10%	Implement RD for up to 2 Recovery Plans
ACT-ISERV03	Sky Installation - Remote	Services	Services	\$4,000	10%	Sky Installation - Remote
ACT-ISERV16	Custom Services - 1 Day	Services	Services	\$3,750	10%	Custom SOW Services - 1 Day - Requires SDL Approval & SOW
ACT-ISERV06	Protect SQL (Up to 2 Instances)	Services	Services	\$3,700	10%	Protect up to 2 SQL Instances
ACT-ISERV07	MS Exchange Implementation (Per Instance)	Services	Services	\$3,700	10%	Exchange Implementation (each instance)
ACT-ISERV09	In-band Application Protection (Per-App)	Services	Services	\$3,700	10%	In-band application protection - per application
ACT-ISERV18	Dev/Test Workflows (Up to 2)	Services	Services	\$3,700	10%	Creation and testing of up to 2 workflows
ACT-ISERV08	Protect Oracle (Up to 2 Databases)	Services	Services	\$3,300	10%	Implement Oracle protection on up to 2 databases.
ACT-ISERV04	Protect Virtual Machines (Up to 50)	Services	Services	\$2,900	10%	Protect up to 50 Virtual Machines
ACT-SVCS16	Custom Services - 1 Day (Remote)	Services	Services	\$2,900	10%	Custom SOW Services - 1 Day Remote - Requires SDL Approval & SOW
ACT-ISERV11	Sharepoint Implementation (Per Instance)	Services	Services	\$2,700	10%	Sharepoint Implementation - 1 Sharepoint instance
ACT-ISERV05	Protect File Systems (Up to 5)	Services	Services	\$2,200	10%	Protect up to 5 File Systems
ACT-SVCS21	Live Online Training	Services	Services	\$1,800	10%	System administration Training Class for 1 person conducted via WebEx and hands-on labs
ACT-ISERV13	Custom Services - 4 Hour (Remote)	Services	Services	\$1,300	10%	Custom SOW Services - 4 Hours - Requires SDL Approval & SOW
ACT-SRVCSTRV3	Travel Block - Airfare	Services	Services	\$750	10%	Implementation services onsite travel airfare
ACT-SRVCSTRV4	Travel Block - Per Diem	Services	Services	\$550	10%	Implementation Services travel per diem costs (rental car, hotel, food)

Actifio Maintenance & Support

ACT-MAINT	Actifio Standard Maintenance	Maintenance	Maintenance
ACT-MAINT-P	Actifio Premium Maintenance	Maintenance	Maintenance



Standard

10%	% of product list price, per year, for 1 year prepay
10%	% of product list price, per year, for 3 years prepay
10%	% of product list price, per year, for 5 years prepay