



Product Name	Product Code	Product Family	List Price	DIR Discount
HSA-1504	HSA-1504	Appliance	\$29,500	30.00%
HSA-1508	HSA-1508	Appliance	\$33,500	30.00%
HSA-1510	HSA-1510	Appliance	\$37,500	30.00%
HSA-1512	HSA-1512	Appliance	\$42,500	30.00%
HSA-4004	HSA-4004	Appliance	\$99,500	30.00%
HSA-4008	HSA-4008	Appliance	\$132,500	30.00%
HSA-4010	HSA-4010	Appliance	\$158,000	30.00%
HSA-4012	HSA-4012	Appliance	\$185,000	30.00%
HFA-1024	HFA-1024	Appliance	\$33,900	30.00%
HFA-1048	HFA-1048	Appliance	\$37,900	30.00%
HFA-2010	HFA-2010	Appliance	\$56,900	30.00%
HFA-2018	HFA-2018	Appliance	\$64,300	30.00%
HFA-1000	HFA-1000	Appliance	\$29,700	30.00%
HFA-2000	HFA-2000	Appliance	\$48,500	30.00%
HFA-2000 1TB SAS HDD	HFA-2000-HDD-1TB	Appliance	\$855	30.00%
HFA-2000 2TB SAS HDD	HFA-2000-HDD-2TB	Appliance	\$1,465	30.00%
10Base-T Ports	HSA-10BaseT	Appliance Options	\$500	30.00%
10Gb NIC (2-port)	HSA-NIC-10Gb	Appliance Options	\$950	30.00%
3rd Party Product	CL-EXT-1000	Cloudian	\$1,000	30.00%
Cloudian HyperFile Enterprise Perpetual License, 1TB Usable (100TB-500TB)	HF-LIC-1TB-100TB_500TB	HyperFile Perpetual	\$875	30.00%
Cloudian HyperFile Enterprise Perpetual License,1TB Usable (10PB-20PB)	HF-LIC-1TB-10PB_20PB	HyperFile Perpetual	\$360	30.00%
Cloudian HyperFile Enterprise Perpetual License, 1TB Usable (10TB-100TB)	HF-LIC-1TB-10TB_100TB	HyperFile Perpetual	\$1,095	30.00%
Cloudian HyperFile Enterprise Perpetual License, 1TB Usable (1PB-5PB)	HF-LIC-1TB-1PB_5PB	HyperFile Perpetual	\$560	30.00%
Cloudian HyperFile Enterprise Perpetual License, 1TB Usable (500TB-1PB)	HF-LIC-1TB-500TB_1PB	HyperFile Perpetual	\$695	30.00%
Cloudian HyperFile Enterprise Perpetual License, 1TB Usable (5PB-10PB)	HF-LIC-1TB-5PB_10PB	HyperFile Perpetual	\$450	30.00%
Cloudian HyperFile WORM Feature License	HF-LIC-WORM	HyperFile Perpetual	\$15,000	30.00%
Cloudian HyperStore Perpetual License, 1TB Usable (100TB-500TB)	HS-LIC-1TB-100TB_500TB	Perpetual License	\$380	30.00%
Cloudian HyperStore Perpetual License,1TB Usable (10PB-20PB)	HS-LIC-1TB-10PB_20PB	Perpetual License	\$155	30.00%
Cloudian HyperStore Perpetual License, 1TB Usable (10TB-100TB)	HS-LIC-1TB-10TB_100TB	Perpetual License	\$475	30.00%
Cloudian HyperStore Perpetual License, 1TB Usable (1PB-5PB)	HS-LIC-1TB-1PB_5PB	Perpetual License	\$245	30.00%
Cloudian HyperStore Perpetual License, 1TB Usable (500TB-1PB)	HS-LIC-1TB-500TB_1PB	Perpetual License	\$305	30.00%
Cloudian HyperStore Perpetual License, 1TB Usable (5PB-10PB)	HS-LIC-1TB-5PB_10PB	Perpetual License	\$195	30.00%
Professional Services, 1 Day	CL-PS-1DAY	Professional Services	\$2,500	10.00%
Cloudian Education Certified Expert (CCE)	CL-PS-CCE	Professional Services	\$4,000	10.00%
Cloudian Education Certified Expert (CCE) Onsite	CL-PS-CCE-Onsite	Professional Services	\$10,000	10.00%
Cloudian Professional Services, HyperStore Health Check	PS-INST-Check	Professional Services	\$1,000	10.00%
Cloudian Professional Services, Onsite Installation, Additional 10 nodes	PS-INST-Onsite-10Node	Professional Services	\$2,000	10.00%
Cloudian Professional Services, Onsite Installation, Base	PS-INST-Onsite-Base	Professional Services	\$6,500	10.00%
Cloudian Professional Services, Remote Installation, Additional 10 nodes	PS-INST-Remote-10Node	Professional Services	\$1,000	10.00%
Cloudian Professional Services, Remote Installation, Base	PS-INST-Remote-Base	Professional Services	\$3,500	10.00%
Spare 4TB SAS HDD	Spare-HDD-4TB	Spare	\$700	30.00%
Spare 8TB SAS HDD	Spare-HDD-8TB	Spare	\$1,050	30.00%
Spare 10TB SAS HDD	Spare-HDD-10TB	Spare	\$1,350	30.00%
Spare 12TB SAS HDD	Spare-HDD-12TB	Spare	\$1,550	30.00%
Spare 480GB SSD	Spare-SSD-480GB	Spare	\$750	30.00%
Spare 800GB SSD	Spare-SSD-800GB	Spare	\$1,050	30.00%
Spare HSA-1500	Spare-HSA-1500	Spare	\$14,000	30.00%
Spare HSA-4000	Spare-HSA-4000	Spare	\$35,000	30.00%
Cloudian HyperStore 1 Month Subscription, 1TB Usable (100TB-500TB)	HS-SUB-1TB-100TB_500TB-1m	Subscription	\$29	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (100TB-500TB)	HS-SUB-1TB-100TB_500TB-12m	Subscription	\$315	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (100TB-500TB)	HS-SUB-1TB-100TB_500TB-36m	Subscription	\$850	30.00%
Cloudian HyperStore 1 Month Subscription, 1TB Usable (10PB-20PB)	HS-SUB-1TB-10PB_20PB-1m	Subscription	\$12	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (10PB-20PB)	HS-SUB-1TB-10PB_20PB-12m	Subscription	\$130	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (10PB-20PB)	HS-SUB-1TB-10PB_20PB-36m	Subscription	\$350	30.00%
Cloudian HyperStore 1 Month Subscription, 1TB Usable (10TB-100TB)	HS-SUB-1TB-10TB_100TB-1m	Subscription	\$36	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (10TB-100TB)	HS-SUB-1TB-10TB_100TB-12m	Subscription	\$390	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (10TB-100TB)	HS-SUB-1TB-10TB_100TB-36m	Subscription	\$1,050	30.00%
Cloudian HyperStore 1 Month Subscription, 1TB Usable (1PB-5PB)	HS-SUB-1TB-1PB_5PB-1m	Subscription	\$19	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (1PB-5PB)	HS-SUB-1TB-1PB_5PB-12m	Subscription	\$200	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (1PB-5PB)	HS-SUB-1TB-1PB_5PB-36m	Subscription	\$540	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (500TB-1PB)	HS-SUB-1TB-500TB_1PB-12m	Subscription	\$250	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (500TB-1PB)	HS-SUB-1TB-500TB_1PB-36m	Subscription	\$675	30.00%

Cloudian HyperStore 12 Month Subscription, 1TB Usable (5PB-10PB)	HS-SUB-1TB-5PB_10PB-12m	Subscription	\$160	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (5PB-10PB)	HS-SUB-1TB-5PB_10PB-36m	Subscription	\$430	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (20PB-50PB)	HS-SUB-1TB-20PB_50PB-12m	Subscription	\$105	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (20PB-50PB)	HS-SUB-1TB-20PB_50PB-36m	Subscription	\$280	30.00%
Cloudian HyperStore 12 Month Subscription, 1TB Usable (50PB-100PB)	HS-SUB-1TB-50PB_100PB-12m	Subscription	\$85	30.00%
Cloudian HyperStore 36 Month Subscription, 1TB Usable (50PB-100PB)	HS-SUB-1TB-50PB_100PB-36m	Subscription	\$230	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (100TB-500TB)	HF-SUB-1TB-100TB_500TB-1m	Subscription	\$43	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (10PB-20PB)	HF-SUB-1TB-10PB_20PB-1m	Subscription	\$18	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (10TB-100TB)	HF-SUB-1TB-10TB_100TB-1m	Subscription	\$54	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (1PB-5PB)	HF-SUB-1TB-1PB_5PB-1m	Subscription	\$28	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (500TB-1PB)	HF-SUB-1TB-500TB_1PB-1m	Subscription	\$35	30.00%
Cloudian HyperFile 1 Month Subscription, 1TB Usable (5PB-10PB)	HF-SUB-1TB-5PB_10PB-1m	Subscription	\$22	30.00%
HSA-1504 12 Month Standard Support	HSA-1504-12m	Support	\$1,125	10.00%
HSA-1504 36 Month Standard Support	HSA-1504-36m	Support	\$3,000	10.00%
HSA-1504 60 Month Standard Support	HSA-1504-60m	Support	\$4,500	10.00%
HSA-1508 12 Month Standard Support	HSA-1508-12m	Support	\$1,950	10.00%
HSA-1508 36 Month Standard Support	HSA-1508-36m	Support	\$5,250	10.00%
HSA-1508 60 Month Standard Support	HSA-1508-60m	Support	\$7,800	10.00%
HSA-1510 12 Month Standard Support	HSA-1510-12m	Support	\$2,500	10.00%
HSA-1510 36 Month Standard Support	HSA-1510-36m	Support	\$6,500	10.00%
HSA-1510 60 Month Standard Support	HSA-1510-60m	Support	\$10,000	10.00%
HSA-1512 12 Month Standard Support	HSA-1512-12m	Support	\$2,950	10.00%
HSA-1512 36 Month Standard Support	HSA-1512-36m	Support	\$7,500	10.00%
HSA-1512 60 Month Standard Support	HSA-1512-60m	Support	\$11,250	10.00%
HSA-4004 12 Month Standard Support	HSA-4004-12m	Support	\$5,750	10.00%
HSA-4004 36 Month Standard Support	HSA-4004-36m	Support	\$15,500	10.00%
HSA-4004 60 Month Standard Support	HSA-4004-60m	Support	\$23,000	10.00%
HSA-4008 12 Month Standard Support	HSA-4008-12m	Support	\$10,500	10.00%
HSA-4008 36 Month Standard Support	HSA-4008-36m	Support	\$28,500	10.00%
HSA-4008 60 Month Standard Support	HSA-4008-60m	Support	\$43,500	10.00%
HSA-4010 12 Month Standard Support	HSA-4010-12m	Support	\$13,250	10.00%
HSA-4010 36 Month Standard Support	HSA-4010-36m	Support	\$35,500	10.00%
HSA-4010 60 Month Standard Support	HSA-4010-60m	Support	\$55,500	10.00%
HSA-4012 12 Month Standard Support	HSA-4012-12m	Support	\$15,750	10.00%
HSA-4012 36 Month Standard Support	HSA-4012-36m	Support	\$42,500	10.00%
HSA-4012 60 Month Standard Support	HSA-4012-60m	Support	\$63,750	10.00%
HSA-1500 Non-Returnable Disk Fee	HSA-1500-NRD	Support	\$600	10.00%
HSA-4000 Non-Returnable Disk Fee	HSA-4000-NRD	Support	\$3,000	10.00%
HSA-1500 36 Month Onsite Support (EMEA/US)	HSA-1500-Onsite-36m	Support	\$750	10.00%
HSA-4000 36 Month Onsite Support (EMEA/US)	HSA-4000-Onsite-36m	Support	\$2,600	10.00%
HSA-1500 60 Month Onsite Support (EMEA/US)	HSA-1500-Onsite-60m	Support	\$1,250	10.00%
HSA-4000 60 Month Onsite Support (EMEA/US)	HSA-4000-Onsite-60m	Support	\$4,950	10.00%
Cloudian HyperStore 12 Month Support (100TB-500TB)	HS-LIC-1TB-100TB_500TB-12m	Support	\$60	10.00%
Cloudian HyperStore 36 Month Support (100TB-500TB)	HS-LIC-1TB-100TB_500TB-36m	Support	\$160	10.00%
Cloudian HyperStore 60 Month Support (100TB-500TB)	HS-LIC-1TB-100TB_500TB-60m	Support	\$240	10.00%
Cloudian HyperStore 12 Month Support (10PB-20PB)	HS-LIC-1TB-10PB_20PB-12m	Support	\$25	10.00%
Cloudian HyperStore 36 Month Support (10PB-20PB)	HS-LIC-1TB-10PB_20PB-36m	Support	\$70	10.00%
Cloudian HyperStore 60 Month Support (10PB-20PB)	HS-LIC-1TB-10PB_20PB-60m	Support	\$100	10.00%
Cloudian HyperStore 12 Month Support (10TB-100TB)	HS-LIC-1TB-10TB_100TB-12m	Support	\$70	10.00%
Cloudian HyperStore 36 Month Support (10TB-100TB)	HS-LIC-1TB-10TB_100TB-36m	Support	\$190	10.00%
Cloudian HyperStore 60 Month Support (10TB-100TB)	HS-LIC-1TB-10TB_100TB-60m	Support	\$280	10.00%
Cloudian HyperStore 12 Month Support (1PB-5PB)	HS-LIC-1TB-1PB_5PB-12m	Support	\$35	10.00%
Cloudian HyperStore 36 Month Support (1PB-5PB)	HS-LIC-1TB-1PB_5PB-36m	Support	\$95	10.00%
Cloudian HyperStore 60 Month Support (1PB-5PB)	HS-LIC-1TB-1PB_5PB-60m	Support	\$140	10.00%
Cloudian HyperStore 12 Month Support (500TB-1PB)	HS-LIC-1TB-500TB_1PB-12m	Support	\$45	10.00%
Cloudian HyperStore 36 Month Support (500TB-1PB)	HS-LIC-1TB-500TB_1PB-36m	Support	\$120	10.00%
Cloudian HyperStore 60 Month Support (500TB-1PB)	HS-LIC-1TB-500TB_1PB-60m	Support	\$180	10.00%
Cloudian HyperStore 12 Month Support (5PB-10PB)	HS-LIC-1TB-5PB_10PB-12m	Support	\$30	10.00%
Cloudian HyperStore 36 Month Support (5PB-10PB)	HS-LIC-1TB-5PB_10PB-36m	Support	\$80	10.00%
Cloudian HyperStore 60 Month Support (5PB-10PB)	HS-LIC-1TB-5PB_10PB-60m	Support	\$120	10.00%
HFA-1024 36 Month Standard HW Support	HFA-1024-36m	Support	\$1,250	10.00%
HFA-1024 60 Month Standard HW Support	HFA-1024-60m	Support	\$1,875	10.00%
HFA-1048 36 Month Standard HW Support	HFA-1048-36m	Support	\$1,400	10.00%
HFA-1048 60 Month Standard HW Support	HFA-1048-60m	Support	\$2,100	10.00%
HFA-2010 36 Month Standard HW Support	HFA-2010-36m	Support	\$2,100	10.00%
HFA-2010 60 Month Standard HW Support	HFA-2010-60m	Support	\$3,150	10.00%
HFA-2018 36 Month Standard HW Support	HFA-2018-36m	Support	\$2,300	10.00%
HFA-2018 60 Month Standard HW Support	HFA-2018-60m	Support	\$3,450	10.00%

Cloudian HyperFile 12 Month Support (100TB-500TB)	HF-LIC-1TB-100TB_500TB-12m	Support	\$145	10.00%
Cloudian HyperFile 36 Month Support (100TB-500TB)	HF-LIC-1TB-100TB_500TB-36m	Support	\$395	10.00%
Cloudian HyperFile 60 Month Support (100TB-500TB)	HF-LIC-1TB-100TB_500TB-60m	Support	\$595	10.00%
Cloudian HyperFile 12 Month Support (10PB-20PB)	HF-LIC-1TB-10PB_20PB-12m	Support	\$60	10.00%
Cloudian HyperFile 36 Month Support (10PB-20PB)	HF-LIC-1TB-10PB_20PB-36m	Support	\$160	10.00%
Cloudian HyperFile 60 Month Support (10PB-20PB)	HF-LIC-1TB-10PB_20PB-60m	Support	\$240	10.00%
Cloudian HyperFile 12 Month Support (10TB-100TB)	HF-LIC-1TB-10TB_100TB-12m	Support	\$185	10.00%
Cloudian HyperFile 36 Month Support (10TB-100TB)	HF-LIC-1TB-10TB_100TB-36m	Support	\$495	10.00%
Cloudian HyperFile 60 Month Support (10TB-100TB)	HF-LIC-1TB-10TB_100TB-60m	Support	\$745	10.00%
Cloudian HyperFile 12 Month Support (1PB-5PB)	HF-LIC-1TB-1PB_5PB-12m	Support	\$95	10.00%
Cloudian HyperFile 36 Month Support (1PB-5PB)	HF-LIC-1TB-1PB_5PB-36m	Support	\$255	10.00%
Cloudian HyperFile 60 Month Support (1PB-5PB)	HF-LIC-1TB-1PB_5PB-60m	Support	\$475	10.00%
Cloudian HyperFile 12 Month Support (500TB-1PB)	HF-LIC-1TB-500TB_1PB-12m	Support	\$115	10.00%
Cloudian HyperFile 36 Month Support (500TB-1PB)	HF-LIC-1TB-500TB_1PB-36m	Support	\$315	10.00%
Cloudian HyperFile 60 Month Support (500TB-1PB)	HF-LIC-1TB-500TB_1PB-60m	Support	\$475	10.00%
Cloudian HyperFile 12 Month Support (5PB-10PB)	HF-LIC-1TB-5PB_10PB-12m	Support	\$75	10.00%
Cloudian HyperFile 36 Month Support (5PB-10PB)	HF-LIC-1TB-5PB_10PB-36m	Support	\$200	10.00%
Cloudian HyperFile 60 Month Support (5PB-10PB)	HF-LIC-1TB-5PB_10PB-60m	Support	\$300	10.00%