

Sales Quotation and Terms under Channel Partner Agreement, Trade up Program

Riverbed Technology Pte. Ltd.

Quote Number: AD-SKU Trade Up Oppty - 06 March 2024 - 006Ru000006a1YP - 1138027

Date: 06 March 2024
End Customer Name: Riverbed Technology LLC
Deal Type: Resale

Please reference this quote number on your purchase order. Your purchase order must be issued to Riverbed Technology Pte. Ltd., 7 Straits View #19-05/06, Marina One, East Tower, Singapore 018936

| Sold To | VAR(if applicable) |
|---|---|
| Partner: Nuvias B.V. Attn: Accounts Payable Address: Gooimeer 1 (1.14) Naarden 1411 DD, NL Phone: - Fax: - email: payables.anx@xnuvias.com | TD SYNnex Corporation (Distributor) 510-656-3333 |
| ISR: Bridget Farnell Phone: - Email: bridget.farnell@riverbed.com.stage | |

Valid Until: 06 April 2024

| Line | Product | Part Number | List Price | Effective Disc. | Unit Price | SKU Qty | Duration | Duration UOM | Ordered Qty | Ext Price |
|------|--|---|--------------|-----------------|--------------|---------|----------|--------------|-------------|--------------|
| 1 | SteelCentral AppResponse Model 8180 | SCAN-08180 | \$0.00 | | \$0.00 | | | | 1 | \$0.00 |
| | Configured As | | | | | | | | | |
| | Dual 100 GbE Fiber QSFP, precision timestamp capability | NIC-1-100G-2QSFP-TS-C | \$19,800.00 | 20% | \$15,840.00 | | | | 1 | \$15,840.00 |
| | SteelCentral AppResponse Model 8180 Configured | SCAN-08180-B010-C | \$18,300.00 | 0% | \$18,300.00 | | | | 1 | \$18,300.00 |
| | SteelCentral AppResponse Model 8180 License (includes one Packet Analyzer Plus license) | LIC-SCAN-08180 | \$66,550.00 | 20% | \$53,240.00 | | | | 1 | \$42,040.00 |
| | Serial Number | Riverbed Internal PS ARX4200-75356 | | | | | | | | |
| | Trade Up Credit | Total Net Extended Trade-Up Credit of \$11,200.00 | | | | | | | | |
| | SteelCentral AppResponse Model 8180 Plus License (includes one Packet Analyzer Plus license) | LIC-SCAN-08180-P | \$55,000.00 | 20% | \$44,000.00 | | | | 1 | \$44,000.00 |
| | QSFP 100GbE SR | TRC-1-QSFP28-SR4-C | \$1,650.00 | 20% | \$1,320.00 | | | | 2 | \$2,640.00 |
| | Mandatory Options | | | | | | | | | |
| | Default Software version | OS-DEFAULT | incl. | | incl. | | | | 1 | incl. |
| | Cable Power cord, Europe 1.83 mts | PWR-CORD-EU | incl. | | incl. | | | | 2 | incl. |
| | Additional Options | | | | | | | | | |
| | SteelCentral AppResponse 11 Application Stream Analysis Module, extra-large appliances | LIC-SCAN-ASA-XL | \$27,500.00 | 0% | \$27,500.00 | | | | 1 | \$27,500.00 |
| | ** ASA REQUIRED** SteelCentral AppResponse 11 Database Analysis Module, extra-large appliances | LIC-SCAN-DBA-XL | \$22,000.00 | 0% | \$22,000.00 | | | | 1 | \$22,000.00 |
| | Maintenance | | | | | | | | | |
| | SteelCentral AppResponse SCAN 80 Silver Support | MNT-SLV-SCAN-80 | \$12,617.00 | 0% | \$12,617.00 | 1 | 1 | YR | 1 | \$12,617.00 |
| | Billing Frequency | Up Front | | | | | | | | |
| | SteelCentral AppResponse 8180 Plus License Support | MNT-LIC-SCAN-08180-P | \$11,009.00 | 0% | \$11,009.00 | 1 | 1 | YR | 1 | \$11,009.00 |
| | Billing Frequency | Up Front | | | | | | | | |
| | | Product Total: | \$210,800.00 | | \$171,000.00 | | | | | \$172,320.00 |
| | | Maintenance Total: | \$23,626.00 | | \$23,626.00 | | | | | \$23,626.00 |
| | | Subtotal: | \$234,426.00 | | \$194,626.00 | | | | | \$195,946.00 |

No Notes

TOTAL(USD): \$195,946.00

Please note that shipping charges and taxes will be finalized with invoice. THE PURCHASE OF THE ABOVE PRODUCTS AND SERVICES SHALL BE GOVERNED BY THE RESELLER, DISTRIBUTOR, SYSTEM INTEGRATOR, SERVICE PROVIDER OR OTHER APPLICABLE CHANNEL PARTNER AGREEMENT BETWEEN THE PARTNER IDENTIFIED ON THIS QUOTE AND RIVERBED ("MASTER AGREEMENT"), PROVIDED THAT IF THERE IS NO SEPARATE MUTUALLY SIGNED MASTER AGREEMENT (NOT INCLUDING ANY PURCHASE ORDER OR SIMILAR DOCUMENT) EXPRESSLY COVERING THE SALE OR LICENSE OF PRODUCTS OR SERVICES BY RIVERBED TO CHANNEL PARTNER FOR CHANNEL PARTNER'S RESALE TO THE ABOVE END CUSTOMER IN EFFECT AT THE TIME THE APPLICABLE PURCHASE ORDER UNDER THIS QUOTE IS ACCEPTED BY RIVERBED, THE TERMS AND CONDITIONS SET FORTH AT www.riverbed.com/oneoffresaleterms WILL GOVERN. IN ADDITION, WITH RESPECT TO THE TRADE-UP CREDIT IDENTIFIED ON THIS QUOTE, THE TERMS AND CONDITIONS OF THE TRADE-UP PROGRAM SET FORTH AT www.riverbed.com/tradeup APPLY. IF CHANNEL PARTNER DOES NOT HAVE A MASTER AGREEMENT IN PLACE WITH RIVERBED, CHANNEL PARTNER MUST SIGN BELOW TO CONFIRM ITS AGREEMENT TO THE FOREGOING. PLEASE REFERENCE THIS QUOTE NUMBER ON YOUR PURCHASE ORDER.

Purchase Order # _____

Bill To _____ Ship To _____
PARTNER

Name of Authorized Partner Representative
(Print or Type)

(Title)

(Signature)

(Date)

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