

Partner Quote For : HITACHI DATA SYSTEMS

Partner Name :	HITACHI DATA SYSTEMS
Account Name :	Precision Discovery
Country :	UNITED STATES
Contact Name :	Bob Paul
Contact Phone/Email :	

Sales Rep Name :	Scott Woollard
Sales Rep Phone :	
Sales Rep Email :	swoollar@brocade.com
Inside Sales Rep Name :	
Inside Sales Rep Phone :	
Inside Sales Rep Email :	

QUOTE NUMBER	EXPIRATION DATE	QUOTE NAME	OPPORTUNITY NUMBER	OPPORTUNITY NAME
B250568.1	November 16, 2013	6510, 7800, 6720 Configs	0578025	8 x 6510 + 4 x 7800

Please use this quote as official approval for special credit for HITACHI DATA SYSTEMS specifically for the Precision Discovery opportunity. The approved special credit for this opportunity is valid for orders received by Brocade or proof of shipment from Partner inventory by November 16, 2013 . This offer replaces all previous discounted offers for this Precision Discovery opportunity.

Please include quote # B250568.1 or claim submitted to Brocade in order to uniquely identify this special deal.

QTY	PART NUMBER	DESCRIPTION	CONCESSION TYPE	CONCESSION AMT
8	HD-6510-24-8G-R-M	6510,24P,8GB SFP,AC,PORT SIDE,SW MAI	Credit	\$11,379.84
6	XBR-MIDR12POD-16G	S/W, 12 Port-On-Demand, with 12 BR 16G SWL SFPs	Credit	\$5,811.54
4	HD-7800-0001-M	7800,6P,4 8G SWL SFP,SW MAINT SVC	Credit	\$4,017.36
8	XBR-000190	FRU,SFP,1GE COPPER,1-PK, ROHS	Credit	\$320.00
6	BR-VDX6720-40-R	VDX 6720, includes 40 SFP+ ports of 1/10 Gigabit Ethernet with Port side exhaust airflow. Ports only, does not include Optics. Comes with two 500W Power supplies and three Fan units	Credit	\$18,839.34
4	BR-VDX6720-60POD-01	10-PORT Ports on Demand License for VDX6720-40 to enable 10 more ports	Credit	\$3,467.92
6	BR-VDX6720-60VCS-01	Software License to enable VCS on VDX6720-60 or VDX6720-40	Credit	\$6,326.64
4	FCX648-I	48 ports of 10/100/1000 Mbps Ethernet. Back-to-Front Airflow. Includes one RPS13 power supply.	Credit	\$3,512.36
4	PCUSA	Power Cord for RPS2/3/5/9, USA version, 9'10" (Credit	\$4.84
4	RPS13-I	Power Supply for FCX-I SKUs (air flow direction back to front)	Credit	\$234.32
6	XBR-000306	4 post railkit	Credit	\$210.90
4	XBR-TWX-0101	Direct Attached SFP+ Copper, 1m, 1-Pack	Credit	\$62.20
8	XBR-TWX-0301	Direct Attached SFP+ Copper, 3m, 1-Pack	Credit	\$138.96

TOTALS :

Total Credit :	USD \$54,326.22
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Executed statement of work required for all professional services.

All requests for free product or trade credits pursuant to this proposal must be submitted within ninety (90) calendar days from the end date of the Brocade fiscal quarter in which the registered deal was confirmed as shipped by Brocade sales representative or the right to receive such free product or credit will expire.

Note: This offer cannot be combined with any other sales programs, promotions or special discounts.

Support Term and Renewal. The initial term applicable to each Support quotation will begin (i) in the case of newly acquired Products, on the date of shipment; or (ii) in the case of previously shipped Products, on the effective date specified on Brocade's quotation, and such services shall continue through the term stated on the quotation. Thereafter, such Support will only be renewed based on Brocade's renewal quotation to Customer and receipt of Customer's corresponding purchase order. For each renewal term, Brocade may, upon thirty (30) days prior written notice before the end of any Support term, increase the yearly fees for Support, provided that such increase will not exceed the lesser of (i) Brocade's then current commercial list price, or (ii) five percent (5%) over the prior year's Support fees. To the extent that the Support has been modified (e.g., service level, duration, product mix/qty), the renewal fees will be at Brocade's then current price list. Notwithstanding the foregoing, should Brocade announce End of Life on a Product being maintained for Customer, Brocade may, at the beginning of the next Support renewal term and each year thereafter, increase the Support fee for such Product to its then current commercial Support list price.

Cancellation. Customer may cancel Support services at any time on thirty (30) days prior written notice to Brocade. In such event, Brocade shall credit any Support fees prepaid for the period after such termination, less any prepayment or multi-year discount to which Customer is no longer entitled. Notwithstanding the foregoing, unless otherwise expressly quoted by Brocade, charges applicable to a Support Account Manager ("SAM") or Onsite Engineer ("OSE") are non-refundable in the event that Support services are cancelled by Customer.