

Partner Quote For : HITACHI DATA SYSTEMS

Partner Name :	HITACHI DATA SYSTEMS
Account Name :	Indiana University
Country :	UNITED STATES
Contact Name :	Jon Bertram
Contact Phone/Email :	jon.bertram@hds.com

Sales Rep Name :	Douglas Schmidlin
Sales Rep Phone :	
Sales Rep Email :	dschmidl@brocade.com
Inside Sales Rep Name :	
Inside Sales Rep Phone :	
Inside Sales Rep Email :	

QUOTE NUMBER	EXPIRATION DATE	QUOTE NAME	OPPORTUNITY NUMBER	OPPORTUNITY NAME
B209387.4	November 16, 2013		0520454	IU-8510's

Please use this quote as official approval for special credit for HITACHI DATA SYSTEMS specifically for the Indiana University 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 Indiana University opportunity.

Please include quote # B209387.4 or claim submitted to Brocade in order to uniquely identify this special deal.

QTY	PART NUMBER	DESCRIPTION	CONCESSION TYPE	CONCESSION AMT
4	HD-DCX8518-0001-M	DCX8510-8,2PS,0P,2CP,2 16G,BR,SW SVC MTN	Credit	\$36,780.80
12	BR-DCX8510-0148	PORT BLADE,FC16-48, 48P,0 SFP,BR	Credit	\$77,259.84
48	XBR-000164	FRU,SFP+,SWL,8G,8PK,BR	Credit	\$8,171.52
12	XBR-000193	FRU,SFP+,SWL,16G,8PK,BR	Credit	\$5,510.40
1	HD-NA-SAN-ENT-M	SAN MGMT SWKIT ENT,9000SWTPORTS,SW MAINT	Credit	\$3,328.64

TOTALS :

Total Credit :	USD \$131,051.20
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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.