



Glassdoor, Inc.  
Mill Valley, CA 94941  
United States

Offer Valid Through: February 14, 2020  
Proposed By: Joe Gonzales

Glassdoor Order#: G189938

## ORDER FORM

### ADDRESS INFORMATION

**Bill To:**

AppDynamics LLC  
303 Second Street, Suite 450, North Tower  
San Francisco  
CA, 94107  
US

**Billing Contact:**

Billing Email Address:

**Sold To:**

AppDynamics LLC  
303 Second Street, Suite 450, North Tower  
San Francisco  
CA, 94107  
US

### ORDER INFORMATION

Agency of Record: N/A

Payment Terms: Net 60

### SERVICES

Item	Description	Billing Frequency	Service Period (Months)	Amount
Enhanced Profile Select Package	Sponsored company page for AppDynamics LLC on the United States (www.glassdoor.com) website to promote your employer brand including customizable branded content, company updates, featured review, analytics on your business and competitors, audience targeting ability, industry benchmark reports, 10 Companies To Explore ads on competitor profiles (except Glassdoor clients), and your jobs featured throughout your profile. This package also includes Jobs Spotlight, Affiliated Profiles, and Glassdoor-designed display advertising built to promote your brand and open positions. You will have eligibility to purchase Nested Profiles as well.	Advance - One Time	6	\$22,000.00
Localized Enhanced Profile Standard India	An additional sponsored company page for AppDynamics LLC on the India (www.glassdoor.co.in) website to promote your employer brand with content that can be localized for the domain. Includes customizable branded content, company updates, featured review, analytics on your business and competitors, 5 Companies To Explore ad on a competitor profile (except Glassdoor clients), and only your jobs featured throughout your profile.	Advance - One Time	6	\$4,125.00
Job Ads	Sponsored job advertising placements within the Glassdoor Platform (website, apps, email alerts, etc.) run on a cost-per-click basis until budget is exhausted or the service period ends. You decide which of your open jobs to run and you can make changes at any time.	Advance - One Time	6	\$37,800.00
Home Page Highlight	A Glassdoor-designed ad unit including information about your company showcasing your employer branding attributes along with a prominent link to a featured review of your choosing displayed in placements allocated among the main and category homepages of this Glassdoor website: United States (www.glassdoor.com). This Homepage Highlight campaign will delivery 450000	Advance - One Time	6	\$18,000.00

	impressions.			
Brand Spotlight	1300000 impressions of Glassdoor-designed banner advertisements built to promote your brand to a targeted audience on desktop and mobile web. Retargeting allows advertisements to be seen off of Glassdoor, throughout the web.	Advance - One Time	6	\$26,000.00
Jobs Slots Limited Excluding UK,FR,DE,CH,AT	Changeable, sponsored job advertising placements within the Glassdoor Platform (website, apps, email alerts, etc.) featured for the indicated duration for all open jobs outside the US, Canada, UK, France, Germany, Austria and Switzerland. This product is not renewable and is only valid for the introductory period.	Advance - One Time	6	\$0.00
			<b>Total:</b> \$107,925.00	

## GENERAL TERMS

The services listed above (the "**Services**") are subject to the Glassdoor Services Terms (the "**Services Terms**") found at this URL: [https://media.glassdoor.com/misc/Glassdoor\\_Terms\\_03-2018.pdf](https://media.glassdoor.com/misc/Glassdoor_Terms_03-2018.pdf).

Click on the link below to view the Services Terms:

In the event of any conflict between the terms of this Order Form (the "**Order**") and the Services Terms (collectively, the "**Agreement**"), the Order shall prevail. As used in this Agreement, "**Platform**" or "**Site**" means Glassdoor's websites, applications, email distributions, and the websites of our network and advertising partners; "**Start Date**" means the date the service period for a Service begins to run; "**Subscription Services**" means any Enhanced Profile, Essentials, or Job Slots service; and "**Performance Services**" means solely the following Services: Job Ads, Company Spotlight, Jobs Spotlight, Brand Spotlight, or Homepage Highlight.

The Start Date for the Services will be the date of last signature below (the "**Effective Date**") or the Start Date printed in the Service description above, whichever is later. For renewals of active Subscription Services, and recently-expired Subscription Services that we have, in our sole discretion, continued to provide to you without interruption, the Start Date will be contiguous with the expiration date of the service period under your prior Order, notwithstanding anything to the contrary in the Order. Please allow up to five (5) days for account provisioning. Glassdoor may invoice you as of the Effective Date.

Enhanced Profiles and Localized Enhanced Profiles purchased for Glassdoor's United States (Glassdoor.com) website are accessible to users in the U.S. only. Enhanced Profiles and Localized Enhanced Profiles purchased for Glassdoor's Rest of World (Glassdoor.com) website are accessible to users outside of the U.S. only.

The terms found at this URL: [http://media.glassdoor.com/misc/Channel\\_Partner\\_Terms\\_05-2017.pdf](http://media.glassdoor.com/misc/Channel_Partner_Terms_05-2017.pdf) ("the **Channel Partner Terms**") apply only if an agency or other authorized third party (a "**Partner**") is listed as Agency of Record and/or listed in the "Bill To" section on this Order. Click on the link below to view the Channel Partner Terms:

By signing this Order, you acknowledge that you (a) have read and understood the terms of this Agreement, (b) have not made changes to this form without expressly bringing them to the attention of Glassdoor personnel, (c) have entered into the Agreement on behalf of the party ("**Customer**") receiving the Services, and (d) have the authority to bind the Customer (and, if applicable, the Partner) to the Agreement. This Agreement will not be binding on the parties unless signed by you and an authorized Glassdoor representative. You may purchase additional services under this Order by email agreement with Glassdoor subject to the terms of this Agreement. Terms of any purchase or insertion order offered by you related to this Agreement are void.

## SPECIAL TERMS

The terms in this Special Terms section prevail in the event of any inconsistency with terms stated elsewhere in the Agreement.

### No Auto-Renew

Services will only renew upon mutual signed written agreement of the parties. Auto-renewal terms of the Services Terms do not apply.

## PRODUCT SPECIAL TERMS

Display Ads

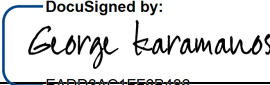
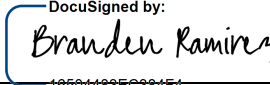
The service period for Display Ads Services will be automatically extended until all impressions are delivered except as follows: Glassdoor will not be responsible for under-delivered impressions, and the applicable budget will be deemed fully-earned upon the expiration of the service period, if you (a) request that we delay the scheduled launch of, or stop delivery for, a campaign, (b) fail to provide your own creative ad materials (if required for a campaign) within two (2) months after the scheduled Start Date or (c) otherwise take action or give instruction that prevents Glassdoor from fulfilling its impression commitment. For Display Ads that include targeting on and off the Platform, the targeting mix will be determined by Glassdoor in our reasonable discretion. "Display Ads" means solely the following Services: Company Spotlight, Jobs Spotlight, Brand Spotlight, or Homepage Highlight.

PURCHASE ORDER INFORMATION

Is a Purchase Order (PO) required for the purchase or payment of the products on this Order Form? (Customer to complete)

PO Number:

A copy of our W-9 can be downloaded for your records at:

CUSTOMER (OR AUTHORIZED PARTNER)		GLASSDOOR, INC.	
Name	George Karamanos	Name	Branden Ramirez
Title	General Counsel	Title	Sales Operations Analyst
Signature	<div>DocuSigned by:  EADD3AC1FF6B486...</div>	Signature	<div>DocuSigned by:  10504483EC364F4...</div>
Date	February 14, 2020	Date	2/14/2020
Email			