



## Sales Order Form

SO#:	Q-18004	Sales Order Form Date:	May 31, 2019
		Quote Expires If Not Signed By:	August 30, 2019
Customer Legal Name:	AppDynamics LLC	Billing Company Name:	AppDynamics LLC
Customer Primary Use Address:	North Tower 8th Floor 303 Second Street San Francisco, CA 94107-3636 USA	Billing Address:	North Tower 8th Floor 303 Second Street San Francisco, CA 94107-3636 USA
Primary Customer Contact:	Shelby Jagoe shelby.jagoe@appdynamics.com	SFDC Org ID:	00D80000000MDAy
FinancialForce Contact:	Sunil Manaktala smanaktala@financialforce.com	Payment Terms:	Net 30

Contract Start Date: September 1, 2019	Billing Start Date: September 1, 2019
Contract Expiration Date: August 31, 2020	Billing Expiration Date: August 31, 2020
Contract Term (Months): 12	Billing Term (Months): 12
	Billing Frequency: Annual

Product	Qty	Net Price per Month	Months	Start Date	End Date	Annual Total	Net Total
Full PSA User /	95	68.53	12	9/1/2019	8/31/2020	78,124.20	78,124.20
Full PSA User /	15	0.00	12	9/1/2019	8/31/2020	0.0	0.0
Premier Success /	1	3,550.33	12	9/1/2019	8/31/2020	42,603.96	42,603.96
360 PSA Account View For CRM User /	790	5.79	12	9/1/2019	8/31/2020	54,889.20	54,889.20
Full Sandbox /	1	3,550.33	12	9/1/2019	8/31/2020	42,603.96	42,603.96
Time & Expense PSA User /	240	27.78	12	9/1/2019	8/31/2020	80,006.40	80,006.40

Currency - U.S. Dollar	Year 1 Total	298,227.72
	Contract Total	298,227.72

Prices Quoted are valid only through expiration date. Implementation costs are not quoted or included. Prices shown do not include any taxes that may apply; any taxes will be shown on invoices. This Sales Order Form is non-cancelable before the Contract Expiration Date above, and fees paid are nonrefundable, except as specified in the Master Subscription Agreement.

## Purchase Order Information

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

Please select: (Customer to complete)

☒ Yes

☐ No

If yes, please complete the following:

PO Number:

PO Amount:

Custom MSA:

By signing below, I agree, as the Customer's authorized signatory, that this Sales Order Form is governed by the Master Subscription Agreement agreed between AppDynamics LLC as successor-ininterest to AppDynamics, Inc. and FinancialForce.com, Inc. (or any of its subsidiaries) dated on or about August 31, 2015. I agree that the Customer is bound and will abide by the terms of the Master Subscription Agreement.

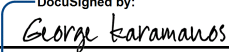
Product Usage Terms:

Use of the products and services listed above is subject to any applicable Product Usage Terms at <http://www.financialforce.com/product-terms/>, which are legally binding and incorporated by reference into this Sales Order Form.

Special Terms:

Renewal. This Sales Order Form is a renewal of the subscriptions under the Sales Order Form dated June 4, 2018.

ACCEPTED BY:  
AppDynamics LLC

DocuSigned by:  
  
EADD3AC1FF6B486...  
Authorized Signature


George Karamanos General Counsel

Print Name and Title

8/10/2019

Date

ACCEPTED BY:  
FinancialForce.com, Inc.

DocuSigned by:  
  
795DABB317F7413...  
Authorized Signature

Gordon C Brooks Chief Financial Officer

Print Name and Title

August 12, 2019 | 3:05 PM PDT

Date

DS  
MP

Thank you for choosing FinancialForce!