

**Ironclad, Inc.**  
 71 Stevenson Street, #600  
 San Francisco, CA 94105



### Ironclad Order Form for AppDynamics LLC

Billing Contact: Gina Patchen	Effective Date: October 24, 2021	
Billing Address: 303 2nd St, North Tower, Eighth Floor, San Francisco, CA 94107	Term: From the Effective Date until October 23, 2022	
Billing Email: accountspayable@appdynamics.com	Account Executive:	Matt Henry
PO Required? Yes	Account Executive Email:	matt.henry@ironcladhq.com
Payment Terms: Net 60		

**Invoice Schedule:** The amount of \$159,531 will be invoiced upon execution of the contract.

Ironclad Enterprise Services		Qty	Price / Year		
Subscription: Platform					
<b>Unlimited Business Users:</b> unlimited access for all contract requestors <b>Workflow Designer:</b> access for Power Users to build Workflows		1	\$ 113,519		
<b>Dynamic Document Creation:</b> Automatic contract drafting based on custom launch form questions <b>Approval Engine:</b> Routing and collection of approvals based on custom rules created by Customer <b>Collaboration Engine:</b> Real time one-off approvals and communications captured in Audit Trail <b>Repository:</b> Access to Ironclad Repository, including contract records, related records (parent/child), custom metadata tagging, full text and structured search. Permissions can be updated by Admins in group settings <b>Audit Trail:</b> Real time activity feed tracks all document changes and approvals, archived with contract in repository <b>Automatic Naming Convention:</b> Automatic creation of structured folders in Customer’s cloud storage environment, including custom naming conventions for all contracts in Ironclad <b>Advanced Permissions:</b> Limit user access to workflow launching & visibility <b>Ironclad Built Workflows:</b> The workflows listed in the Special Terms section below will be built by the Ironclad Success Team. <b>Ironclad Built Workflows:</b> The workflows listed in the Special Terms section below will be built by the Ironclad Success Team.					
<b>Included Integrations:</b> <ul style="list-style-type: none"><li>E-Signature Integration (integration with DocuSign, AdobeSign or HelloSign)</li><li>Cloud Storage Integration (integration with Google Drive, OneDrive, Box, DropBox or Egnyte)</li><li>SSO Integration (integration with SAML based single sign on)</li></ul> <b>Ironclad Public API:</b> Modern REST API to connect Ironclad contract data to Customer’s third party software solutions.					
Subscription: Workflows					
<b>Workflow Designer Workflows:</b> Workflows to be built and maintained by Admin Users. 7 of the workflows are allocated to the Channel department.	<u>Price Per Workflow</u> \$4,000			37	\$148,000 \$145,000
Subscription: Admin Users					
<b>Negotiate/Approve:</b> Admin Users may approve & redline contracts. <b>Workflow Designer:</b> Admin Users may design & create Workflows using Workflow Designer.	<u>Price Per Power User</u> Up to 17: Included 18+: \$480 / user	2	\$960 Included		
Integration: Salesforce Managed Package					
<b>Launch workflows from Salesforce:</b> place custom buttons on any Salesforce object to launch Ironclad <b>Bi-directional data flow:</b> push data from Salesforce to Ironclad launch form & update Ironclad workflows with Salesforce data during negotiation; push data from Ironclad back to Salesforce during negotiation and upon completion of the Ironclad workflow.			Included		



Subscription: Ironclad eSignature	
eSignature provided by Ironclad: automatically tag signature blocks and route all Ironclad created documents for eSignature.	Not Included
Process Metrics	
<b>Custom Reporting.</b> Create reports across any timeline to measure how Ironclad workflow types are created, negotiated, approved and archived. Access to all Ironclad data to create custom reporting on demand.	Included
Subscription: Premium Plus	
<p>The Success Plan to be administered by the Ironclad Customer Success Team.</p> <p><b>Technical Support:</b> As set forth in Exhibit F: Service Levels, which is incorporated by reference.</p> <p><b>Plus Success Plan</b></p> <p><b>Systems Setup:</b> Setup and configuration of Ironclad settings to integrate Customer's pre-existing Cloud Storage, eSignature, and SSO.</p> <p><b>Salesforce Integration:</b> In the event Customer orders the Ironclad Salesforce Managed Package, Ironclad shall be responsible for setup and configuration of Ironclad settings and Customer shall be responsible for its own Salesforce-side configuration.</p> <p><b>Success Management and Training:</b> Named Customer Success Manager, responsible for leading business reviews with usage metrics and analysis, and providing ongoing training enablement (train the trainer and reasonable direct end user training, as applicable) on Ironclad feature releases and industry trends.</p>	Included
<b>Annual Subtotal</b>	\$258,519
<b>Partner Discount</b>	(\$103,635)
<b>Subtotal</b>	<b>\$154,884</b>
<b>Contractual Uplift 3%</b>	<b>\$4,647</b>
<b>Annual Total</b>	<b>\$159,531</b>

#### Special Contractual Terms:

1.	<b>Legacy ESA.</b> This Order Form incorporates by reference the Enterprise Services Agreement entered into between Ironclad and Customer on April 27, 2016 (the "Agreement"), as amended.
2.	<b>Terminate Legacy Order Form.</b> For the avoidance of doubt, this Order Form shall replace and supersede the Order Form entered into between the parties on October 24, 2020 (the "Legacy Order Form"), which such Legacy Order Form shall terminate upon execution of this Order Form.
3.	<b>Ironclad Maintained and Supported Workflows:</b> No workflows will be maintained by the Ironclad Success Team and the following workflows shall be deprecated by August 1, 2022 or the end of the Term, whichever shall come first: "Single Transaction Partner Agreement" and "Vendor Onboarding and Risk Assessment Package" (the "Legacy Platform Workflows"). Ironclad Support shall support the workflows as detailed in the Service Level Agreement attached as Exhibit F to the Agreement, but for the avoidance of the doubt shall not make updates or modifications to the Company's workflows.
4.	<b>Migrate – Legacy Platform Workflows:</b> Ironclad will migrate the Legacy Platform Workflows to Workflow Designer. An Ironclad resource will spend up to 15 hours per workflow working with Customer's program manager to convert the Legacy Platform Workflows to Workflow Designer, provide best-practices advice, iterate workflows to completion over five workflow build sessions, provide guidance on API and SFDC updates (if necessary), and provide up to one-hour workflow building and maintenance training sessions.

**Service Description:** The Ironclad platform is a cloud-based web platform delivered and accessible through <https://www.ironcladapp.com> that provides contract management and workflow-related services.

This "Order Form" is entered into as of the Effective Date by and between Ironclad and Customer. The Order Form is subject to and incorporates by reference the Agreement. The Parties have caused this Order Form to be signed as of the latest date in the signature blocks below, signed by their duly authorized representatives.

**Customer: AppDynamics LLC**

Signature:

DocuSigned by:  
  
 920A068400C9454...

**Ironclad, Inc.**

Signature:

DocuSigned by:  
  
 B1AE277EBDFF4AF...



Name: Alex Ghita

Name: Helen Wang

Title: Director

Title: CFO

Date: October 8, 2021

Date: October 8, 2021