



STATEMENT OF WORK #1
MASTER SERVICES AGREEMENT BETWEEN CISCO SYSTEMS, INC AND MAINSTAY SALIIRE LLC
(FORMERLY MAINSTAY PARTNERS LLC) DATED JUNE 18, 2009
AND
PARTICIPATING ADDENDUM BETWEEN APPDYNAMICS LLC AND MAINSTAY SALIRE LLC
(FORMERLY MAINSTAY PARTNERS LLC) DATED FEBRUARY 19, 2019

1. Description of Services. Supplier will provide licensing and updates for the AppDynamics BVA Advisor Tool. Mainstay will provide 12 months of Advisor tool software license for the period of 6/1/2021 to 5/31/2022. The period of performance for the updates begins on Sept 17, 2020 and ends on July 15, 2021.

2. Deliverables.

Software License Annual Renewal for the AppDynamics BVA Advisor tool (\$7,500) – June 1, 2021 to May 31, 2022

Software license will include unlimited use licensing, hosting, and basic maintenance for the tool. Basic maintenance is defined as any maintenance (revision, bug fixes, etc.) that do not require changes to the structure and logic for the tool. Changes that require changes to structure or logic will be provided under SOW(s) contracts.

V2.0 Update (\$25,000) – Sept 30, 2020 to Dec 1, 2020
SCOPE SUMMARY

Investment06 - Add **basic** value cases for Argento, Harness, ThousandEyes, Rookout and Apica (*priority driven by demand and GTM models*) for simple tool.

Investment07 - Add Argento, Harness, ThousandEyes, Rookout, and Apica value cases (*7 to 10 Value Cases in total*) for complex tool.

V3.0 Update (\$45,000) – Feb 1, 2021 to April 15, 2021
SCOPE SUMMARY

Add benefit realization tracking and reporting to the complex tool

V4.0 Update (\$25,000) – May 1, 2020 to July 15, 2021
SCOPE SUMMARY

PoV Use Cases and Test Case mapping to 3Ys

Credit of \$19,950 from PO US5450 dated 1/29/19 is being utilized as follows:

- The CWOM update is completed
- PowerPoint update for Americas is complete.
- EMEA team benefit realization update will be completed by Oct 15.

3. Compensation. Total fees (including expenses) under this Statement of Work shall not exceed USD \$102,500. All activities or Deliverables not listed or defined in this SOW are considered a change request. Change requests outside the scope of this SOW will be fulfilled under a separate Change Order ("Change Order"). No payment will be made without an AppDynamics Purchase Order. Purchase Order shall be provided by AppDynamics after execution of Statement of Work. Payment terms are net-60 days upon receipt of invoice.

This Statement of Work is entered into between the Supplier set forth below ("Supplier") and the AppDynamics entity below ("AppDynamics") and is subject to the Terms and Conditions described in the Master Services Agreement entered into between the parties described above (the "Agreement"). By signing below, the parties hereto, each acting under due and proper authority agree to make this Statement of Work a part of the Agreement between the parties.

Mainstay Salire, LLC**AppDynamics LLC:**

Signature: _____



Name: _____

Craig LeGrande

Title: _____

CEO

Date: _____

Sept 17, 2020

Signature: _____

DocuSigned by:

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Name: _____

George Karamanos

Title: _____

General Counsel

Date: _____

September 21, 2020