



LinkedIn
1000 West Maude Avenue
Sunnyvale, CA 94085
Phone: 650.687.3600
Fax: 1.650.429.2122
www.linkedin.com

Pricing Valid Through: March 14, 2019

Proposed by:
Laura Keast
lkeast@linkedin.com

CONTRACT CONTACT: Evan LeBon**Sold to Customer AppDynamics LLC****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable
AppDynamics LLC
303 2nd St # 8TOWER

Address:

City/State/Zip: San Francisco CA 94107-1366

Country: United States

Email: accountspayable@appdynamics.com

Phone: (415) 442-8400

By initialing here, I agree that the Billing details are current and accurate.

DS
EL

SHIP TO: AppDynamics LLC**Ship To Doing Business As:**

303 2nd St # 8TOWER

San Francisco, CA 94107-1366

United States

ORDER INFORMATION

Contract #: CS2269620-16

Billing Period: Annually Upfront

Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Renewal

Rep Region: CEG-NA-US-XXXX-CORP-GAM-RA

Agency Name:

Currency: USD

Contract Start Date*: March 17, 2019

Contract End Date: March 16, 2020

*"The start date of the services on this Order Form will be the later of the Contract Start Date or the date that the Order Form is fully executed"

Product Order Description	Qty	Term (Months)	Notes	Unit List Price	Sales Price	Total
Product Name: Career Pages - Large Enterprise: Advanced Product SKU: LCPLALOXX-1601 Product Description: Custom content on LinkedIn company profile page. Includes: preferred placement on company page for custom content, careers tab, customizable modules on the careers tab. 12-month package includes USD 27K traffic driver budget (~900K impressions), 5 views, enhanced analytics All Career page "traffic driver" ad impressions launch within 90 days from the contract start date using social ad units and targeting generated by LinkedIn.	1	12		\$35,000.00	\$35,000.00	\$35,000.00
Product Name: Recruiter - Corporate Product SKU: RCORPR000-1601 Product Description: LinkedIn Recruiter account with team collaboration, auditing, and unparalleled network search capabilities. Includes at least 150 InMails/month per license as well as basic training and support.	35	12		\$7,775.00	\$7,775.00	\$272,125.00
Product Name: Job Wrapping (51+ slots free) Product SKU: JWRXF01-1310 Product Description: Free job wrapping offering for customers who buy 51 or more job slots and wrap from a single source	1	12		\$0.00	\$0.00	\$0.00
Product Name: Jobs Dashboard Manager Product SKU: JBMNGRSET Product Description: Seat to manage jobs in LinkedIn Recruiter without the people search functionality of the standard recruiter seat	3	12		\$0.00	\$0.00	\$0.00
Product Name: Job Slots Product SKU: JOBSLR000-1601 Product Description: Reserved annual job posting with ability to change, update, remove on demand.	151	12		\$650.00	\$650.00	\$98,150.00
Product Name: Recruitment Ads (WWU 1000-4999) Product SKU: WORK05000 Product Description: Work with us" banner ads displayed on company employee profile pages (pricing for company size	1,978	12		\$6.00	\$6.00	\$11,868.00

1000-4999 employees on LinkedIn).								
							SUB TOTAL	\$417,143.00
							ESTIMATED TAX*	\$0.00
							ESTIMATED ORDER TOTAL	\$417,143.00

PURCHASE ORDER INFORMATION	TAX INFORMATION
<p>Our records INDICATE that a Purchase Order Number is required for this order.</p> <p>Please enter PO Number: US5628</p> <p>By initialing here, I confirm that the Purchase Order number (PO#) ABOVE is current and accurate. If a PO# is not available or no longer required, please initial here, submit the DocuSign without a PO#, and inform your Sales Representative via EMAIL of this change.</p> <p><i>El</i></p>	<p>Check here if your company is tax exempt: Please attach any/all exemption certifications or email documentation to taxinquiry@linkedin.com.</p> <p>Your order will be taxed using the applicable tax rate for your shipping address. The tax listed on your order form is only an estimate and is calculated on the net price. Your invoice will reflect the final total taxes in effect at the time of invoicing and may differ from the amount listed on this order form.</p> <p>For customers located in AZ, CO, CT, FL, HI, IL, IN, MA, MN, NE, NM, NJ, NY, NC, OH, PA, TN, TX, UT, VT, WA and WI, LinkedIn may be required to charge sales tax on your order pursuant to certain state and local sales tax laws. Any applicable sales tax charges will appear separately on your final invoice. For customers located in other states, your state and/or local government may require you to report your purchase and pay appropriate sales and/or use tax amounts to them directly.</p>
<p>PAYMENT OPTIONS</p> <ul style="list-style-type: none"> Customer Payment Terms: 60 Days US and Canada Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

TERMS
<ul style="list-style-type: none"> LinkedIn Services provided under this Order Form are governed by the LinkedIn Subscription Agreement between the parties ("LSA") dated on or about March 13, 2019 and the DPA executed by and between the parties on June 13, 2018, the terms of which are incorporated into this Order Form Except as provided in the LSA, Services purchased under this Order Form are non-cancelable and non-refundable. Future orders will be at list price (including any applicable volume based discounts) at the time of purchase. Customer will maintain complete and accurate billing and contact information with LinkedIn and will notify LinkedIn of any inaccuracies on an invoice within the time period set forth in the Payment Terms section above. Add-on orders must co-term with the originating order.

I HEREBY REPRESENT THAT: (I) I AM AN AUTHORIZED SIGNATORY FOR CUSTOMER; (II) I HAVE READ AND AGREED TO THE TERMS OF THIS ORDER FORM; AND (III) BY SIGNING THIS ORDER FORM, I AM ENTERING INTO A LEGALLY BINDING CONTRACT.

CUSTOMER (or APPROVED AGENCY)	LinkedIn Corporation
<p>DocuSigned by:</p> <p>Signature: <i>Elise Leung</i></p> <p>Name: Elise Leung</p> <p>Title: AppDynamics LLC, General Counsel</p> <p>Date: March 13, 2019</p>	<p>DocuSigned by:</p> <p>Signature: <i>Christine Liao</i></p> <p>Name: Christine Liao</p> <p>Title: Sr. Revenue Analyst</p> <p>Date: 14 March 2019</p>



LINKEDIN SUBSCRIPTION AGREEMENT

This LinkedIn Subscription Agreement (“**LSA**”), governs any ordering document executed by the customer identified in that ordering document (“**Customer**”) and the LinkedIn company identified in that ordering document (“**LinkedIn**”). This LSA, the applicable ordering document, and any other incorporated terms, comprise the complete understanding between the parties on the subject matter (“**Agreement**”).

1. ORDERING

1.1. Ordering Services. Customer may access and use the subscription and advertising services offered via LinkedIn’s websites to the extent and for the term stated in the ordering document (“**Services**”). Customer may allow its Affiliate to order Services under the terms of this LSA only if Customer informs LinkedIn in writing of the specific Affiliate authorized to do so. That authorized Affiliate will be (a) deemed a “Customer” for that order only; and (b) jointly and severally liable with Customer for its use of the Services and compliance with the Agreement. “**Affiliate**” means an entity that Controls, is Controlled by, or is under common Control with, a party. “**Control**” means direct or indirect ownership of (i) more than 50% of an entity’s voting interest; or (ii) the right to receive more than fifty percent (50%) of an entity’s profits.

1.2. Payment and Taxes. Customer will pay the fees for the Services in accordance with the payment terms stated in the ordering document. Customer’s purchases are non-cancelable and payment for Services is non-refundable, except as otherwise stated in this LSA. Customer will pay or reimburse LinkedIn for all federal, state, and local taxes, including sales, use, gross receipts, VAT, levy, GST, or similar transaction taxes imposed on Customer’s purchase of Services, unless Customer provides LinkedIn with a valid tax exemption certificate. All taxes payable by Customer will be separately stated and exclusive of the fees. Customer will have no liability for taxes that are statutorily imposed on LinkedIn, including taxes or fees measured by LinkedIn’s net or gross income.

2. RESPONSIBILITIES

2.1. Use of Services. LinkedIn shall provide Customer access to the Services in accordance with the Agreement. Customer will use the Services solely for its intended purpose, and as outlined in LinkedIn’s service-specific terms <https://legal.linkedin.com/service-specific-terms> (“**Service Terms**”). Unless otherwise stated in the Agreement, only Customer-designated employees and contractors are authorized to use the Services (“**Customer User**”) and must be a Member when accessing Services through linkedin.com. A “**Member**” is an individual who signs-up to use LinkedIn’s services under LinkedIn’s user agreement, currently available at <https://www.linkedin.com/legal/user-agreement>, as amended by LinkedIn from time to time (“**User Agreement**”). The terms of the User Agreement are incorporated into this LSA. Customer will ensure that Customer Users comply with the User Agreement when using the Service within the scope of their employment. Customer may only use the Services for Customer’s internal use. Customer will not provide access to the Services to any third party, except that Customer may allow its Affiliates to access and use the Services if Customer is fully liable for its Affiliates’ use of the Services and compliance with the Agreement. Customer will promptly and without undue delay notify LinkedIn upon learning of any unauthorized use of the Services or any other breach of security related to the Services. Customer may use information about Members that it collects in connection with its use of the Services only as needed for use of the Services and as expressly permitted in this LSA. LinkedIn may communicate to Customer Users about the Services, including how to use the Services.

2.2. Provision of Services. Customer is responsible for providing LinkedIn with the information necessary for LinkedIn to provide the Services. Customer is solely responsible for the accuracy, quality and legality of such information. If a Service must integrate with third-party systems or applications used by Customer (e.g. an applicant tracking system, “**ATS**” or a customer relationship management system, “**CRM**”), Customer is solely responsible for the integration and related activities. LinkedIn disclaims any and all liability for the use of third-party systems or applications residing outside LinkedIn’s systems.

2.3. Data Protection. If LinkedIn processes Personal Data (as defined in Section 1 of the DPA) on behalf of Customer pursuant to

this Agreement, then LinkedIn and Customer will comply with the terms of the LinkedIn Data Processing Agreement, currently available at <https://legal.linkedin.com/dpa> (“DPA”), the terms of which are incorporated into this LSA.

2.4. Compliance with Laws. The parties will comply with all applicable Data Protection Requirements (as defined in Section 1 of the DPA) and all international, federal, state, provincial and local laws relating to (a) corruption practice, bribery, and acts contrary to the public administration including the US Foreign Corrupt Practices Act of 1977, 15 U.S.C. § 78dd-1, et seq.; and (b) discrimination against employees or job applicants based on race, color, religion, sex, national origin, veteran status or disability. LinkedIn is enrolled in the U.S. Department of Homeland Security’s E-Verify program regarding the immigration and employment eligibility of newly hired employees.

3. CONFIDENTIAL INFORMATION

3.1 Definition. “Confidential Information” means any information disclosed under the Agreement that (a) if tangible, is clearly marked as “Confidential” or with a similar designation; (b) if intangible, is identified as “Confidential” by discloser at the time of disclosure and confirmed in writing to recipient as being Confidential Information; or (c) from the relevant circumstances should reasonably be known by recipient to be confidential (e.g. pricing, non-public Personal Data, etc.). Confidential Information does not include any portion of the information that recipient can prove (a) was rightfully known to recipient before receipt from discloser; (b) was generally known to the public on the Effective Date; (c) becomes generally known to the public after the Effective Date, through no fault of recipient; (d) was received by recipient from a third party without any confidentiality obligation; or (e) was independently developed by recipient without breach of this Section 3.

3.2 Limited Use and Non-Disclosure. Recipient will (a) use Confidential Information only for the purposes of furthering the business relationship between the parties; (b) protect Confidential Information using the same degree of care it uses to protect its own confidential information of a like nature, but in no event less than a reasonable degree of care; (c) not disclose Confidential Information to any third party except (1) to Affiliates or employees, students, consultants, and agents who (i) have a need to know it in order to carry out their obligations under the Agreement, and (ii) are under written confidentiality and non-use obligations at least as restrictive as those stated in this LSA or (2) as required by law; and (d) not modify, reverse engineer, decompile, create other works from, or disassemble any Confidential Information, to the extent applicable, unless authorized in writing by discloser.

4. INTELLECTUAL PROPERTY RIGHTS AND OWNERSHIP. No right, title or interest in any intellectual property right transfers to the other party, except for the limited rights stated in the Agreement. Customer is not obligated to provide LinkedIn or its Affiliates with any suggestions, enhancement requests, or other feedback about the Services or related technology. However, if Customer does provide any feedback to LinkedIn, LinkedIn may use and modify it without any restriction or payment.

5. TERM AND TERMINATION

5.1. Term. This LSA is effective on the date the first ordering document is executed by Customer and LinkedIn (“Effective Date”) and remains in effect until terminated.

5.2. Termination and Suspension. Either party may terminate this LSA or an ordering document if the other party materially breaches the Agreement and fails to cure the breach within 30 days after receiving notice of the breach. LinkedIn may suspend Customer’s access to the Services if Customer is in breach of the Agreement and the suspension will continue for as long as reasonably necessary for Customer to remedy the breach. If all ordering documents under this LSA have expired or been terminated, then either party may terminate this LSA for convenience by providing written notice to the other party.

5.3. Effect of Termination. Termination of this LSA or an ordering document will not relieve Customer from its obligation to pay LinkedIn any fees stated in an ordering document, excluding termination by Customer for LinkedIn’s uncured material breach of this LSA. If Customer terminates this LSA or an ordering document because of LinkedIn’s uncured material breach, LinkedIn will refund a pro-rata share of any pre-paid fees under the applicable ordering document. Customer will notify Customer Users that their access to the applicable Services has terminated and LinkedIn may remove or discard all content that Customer uploaded or otherwise made available to LinkedIn in accordance with LinkedIn’s DPA and policies. Termination of an ordering document does not terminate this LSA; however, termination of this LSA will result in the

immediate termination of all ordering documents. The provisions of this LSA that by their nature extend beyond the termination of this LSA will survive termination.

- 6. LIMITED WARRANTY; DISCLAIMER.** LinkedIn makes no representation or warranty about the Services, including any representation that the Services will be uninterrupted or error-free. To the fullest extent permitted under applicable law, LinkedIn disclaims any implied or statutory warranty, including any implied warranty of title, non-infringement, merchantability or fitness for a particular purpose.

7. INDEMNIFICATION

- 7.1 Indemnification Scope.** LinkedIn will defend and indemnify Customer, its Affiliates, and their respective directors, officers and Customer Users from and against all third-party claims to the extent resulting from or alleged to have resulted from (a) the Services' infringement of a third party's intellectual property right; or (b) LinkedIn's material breach of the Agreement. Customer will defend and indemnify LinkedIn, its Affiliates, and their respective directors, officers and employees from and against all third-party claims to the extent resulting from or alleged to have resulted from (y) the infringement of a third party's intellectual property right by any content, data or other information uploaded into LinkedIn's system or otherwise provided by Customer; or (z) Customer's material breach of the Agreement.

- 7.2 Indemnification Procedures.** Each party will promptly notify the other in writing of any third-party claim. The indemnifying party will (a) control the defense of the claim; and (b) obtain the other party's prior written approval of the indemnifying party's settlement or compromise of a claim. The indemnified party will (y) not unreasonably withhold or delay its approval of the request for settlement or compromise; and (z) assist and cooperate in the defense as reasonably requested by the indemnifying party at the indemnifying party's expense.

8. LIMITATION OF LIABILITY

- 8.1 Damages Waiver.** Subject to Section 8.3, to the fullest extent permitted by law, neither party, including its respective Affiliates, will be liable to the other in connection with the Agreement for lost profits or lost business opportunities, loss of data, or any indirect, incidental, consequential, special or punitive damages. LinkedIn will be liable for Personal Data Breaches (as defined in Section 1 of the DPA) that result from LinkedIn's negligence, gross negligence, intentional misconduct or fraud.


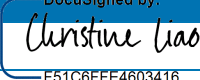
- 8.2 Liability Cap.** Subject to Section 8.3, neither party, including its respective Affiliates, will be liable to the other in connection with the Agreement for an amount that exceeds the total fees paid or payable to LinkedIn during the 12-month period before the event giving rise to the liability.

- 8.3 Exclusions.** The limitations of liability stated in sections 8.1 and 8.2 do not apply to a party's (a) confidentiality or indemnification obligations; (b) liability for fraud, gross negligence or intentional misconduct; (c) liability for death or personal injury; (d) violation of the other party's intellectual property rights; or (e) liability for a Personal Data Breach caused by LinkedIn's negligent acts or omissions.

- 9. DISPUTE RESOLUTION.** If an issue arises under the Agreement and the applicable ordering document was signed by (a) LinkedIn Corporation, then the Agreement is governed by the laws of the State of California, and any action or proceeding (including those arising from non-contractual disputes or claims) related to the Agreement will be brought in a federal court in the Northern District of California; (b) LinkedIn Ireland Unlimited Company, then the Agreement is governed by the laws of Ireland, and any action or proceeding (including those arising from non-contractual disputes or claims) related to the Agreement will be brought in Dublin, Ireland; or (c) LinkedIn Singapore, then the Agreement is governed by the laws of Singapore, and any action or proceeding related to the Agreement will be brought in Singapore. Each party irrevocably submits to the jurisdiction and venue of the applicable courts. The prevailing party in any litigation may seek to recover its legal fees and costs.

- 10. MISCELLANEOUS.** If a conflict exists between any of the terms in the Agreement, then the ordering document will govern, followed by the DPA, this LSA, the Service Terms, and finally the User Agreement. Neither party relies on any undertaking, promise, assurance, statement, representation, warranty or understanding of any person relating to the subject matter of the Agreement, other than as stated in the Agreement. Notices will be provided in writing and delivered by commercial

overnight courier to the address of the other party stated on the ordering document, unless otherwise stated in the Agreement. Notices are effective on the date of delivery as indicated in the records of the courier. The Agreement does not create a partnership, agency relationship, or joint venture between the parties. Neither party has the power or authority to bind the other or to create any obligation or responsibility on behalf of the other. Under no circumstances will any employee of one party be deemed to be the employee of the other. Neither party will assign the Agreement in whole or in part without the other party's prior written consent (which consent will not be unreasonably denied, delayed or conditioned), except to an Affiliate or a successor that is not a competitor of the non-assigning party, made in connection with a merger or sale of all or substantially all of a party's assets or stock. Any attempted assignment in violation of this restriction is void. The Agreement shall bind and inure to the benefit of the parties, their respective successors and permitted assigns. Customer will provide LinkedIn written notification if Customer is purchasing Services through a LinkedIn approved agency. If Customer is an agency binding a client under this LSA, Customer (a) represents and warrants that it has the authority to bind the client under this LSA; (b) will notify LinkedIn in writing of the name and address of its client that will access and use the Services; and (c) remains jointly and severally liable for all of Customer's obligations under the Agreement. If the Agreement is translated into a language other than English, the translation is for convenience only, and the English language version will govern. LinkedIn may remotely monitor Customer's use of the Services to ensure compliance with the Agreement. If any provision of the Agreement is unenforceable, that provision will be modified to render it enforceable to the extent possible to give effect to the parties' intentions and the remaining provisions will not be affected. The parties may amend the Agreement only in a written amendment signed by both parties, except for the User Agreement and Service Terms, which may be modified in accordance with their terms. If this LSA will be executed then it can be executed electronically and in counterparts, each of which is deemed to be an original and together comprise a single document. Each party represents and warrants that the individual binding a party under this LSA is authorized to do so.

CUSTOMER DocuSigned by:		LINKEDIN DocuSigned by:	
Signature:		Signature:	
Name:	Elise Leung <small>CB1399659FAB42B...</small>	Name:	Christine Liao <small>F51C6FFE4603416...</small>
Title:	AppDynamics LLC, General Counsel	Title:	Sr. Revenue Analyst
Date:	March 13, 2019	Date:	14 March 2019