



Order Name	AppDynamics - Renewal 100 AWS Accounts - 100 Promo Agents	Order Number	00001449
End Customer Name	AppDynamics LLC	Prepared By	Adlana Estephanian
End Customer Address	303 Second Street, San Fransisco, CA 94107	Email	adlana.estephanian@lacework.net
Created Date	2/20/2020		
Expiration Date	3/14/2020		

Prepared For

Email accountspayable@appdynamics.com

New Subscription Services Table

Product Module	Unit List Price (Annual)	Discount (Calculated)	Discounted Unit Price (Annual)	Term Start Date	Term End Date	# Units	Total Price
Lacework Enterprise Agent - Promo Unit	\$0.00	0.00	\$0.00	3/15/2020	3/14/2021	100	\$0.00
Lacework for Account Security (AWS Account)	\$5,000.00	74.00	\$1,300.00	3/15/2020	3/14/2021	100	\$130,000.00

Total Subscription
Fees \$130,000.00

Overage Rate

Product Module	Unit Type	Monthly Overage Rate
Lacework for Account Security (AWS Account)	IaaS Account	\$416.67
Lacework Enterprise Agent - Promo Unit	Agent	\$41.67

Invoice To

Bill To Name	AppDynamics LLC	Email for Invoices	accountspayable@appdynamics.com
Bill To	303 Second Street San Fransisco, CA 94107 United States	Payment Terms	Net 60

Purchase Order Number # Provided In addition to Order Form (leave blank if not required for invoicing)

Terms and Conditions

Terms and Conditions By accepting this ordering document ("Order Form"), the customer identified above ("Customer") agrees to purchase the services described in this Order Form (the "Service") for the period specified herein (the "Subscription Term"). Fees will be invoiced in full at the Effective Date of this Order Form which shall be the later date of the two signatures below. This Order Form is pursuant to the Participating Addendum to Cloud Services Agreement (the "Addendum") executed by both parties dated January 15, 2019. The Addendum is incorporated herein by reference

Customer acknowledges that this Order Form acts as a Purchase Order: ☐ (check to indicate)

or

Customer will issue a Purchase Order to substantiate this order: ☒ (check to indicate).



Overage: There are two primary types of overage: (1) Agent overage and (2) Lacework Cloud Trail for AWS account overage (collectively, "Overage"). Lacework will review Lacework Agent usage and Lacework Cloud Trail AWS account usage under Customer's account on a monthly basis. With respect to Lacework Agent usage, the quantity of agents provided under a specific Order Form is specified in that Order Form's Subscription Service Table. Any Lacework Agent usage in a given month in excess of the quantity of agents purchased per the Subscription Services Table for that Order (as measured by taking the 95th percentile over a monthly period) would be billed to Customer immediately following the month of such Overage. The Overage will be calculated based on the maximum number of agents used in such month (as measured by taking the 95th percentile over a monthly period) less the quantity of agents purchased, and the Overage charge will be billed at the monthly Overage rate stipulated in the Subscription Services Table. With respect to Lacework Cloud Train AWS Accounts, the number of AWS accounts covered is specified on the Order Form's Subscription Service Table. Any AWS Account usage exceeding the quantity of accounts purchased per the Subscription Service Table would be billed to Customer immediately following the month of such Overage. Any and all invoices for Overage will be due sixty (60) days after receipt of invoice by Customer. Overage charges will be reviewed by both parties prior to billing. The Effective Date of this Order Form shall be the later date of the two signatures below.

Payment terms: The Total Subscription Fee is due Net 60 days from invoice date. Please direct all billing inquiries to sales@Lacework.net

Signatures

CUSTOMER

DocuSigned by:

George Karamanos

EADD3AC1FF6B486...

Signature

General Counsel

Title

George Karamanos

Printed Name

Email Address

February 21, 2020

Date

LACEWORK

DocuSigned by:

David Clay

78ED674270CF401...

Signature

VP of Finance

Title

David Clay

Printed Name

Email Address

February 21, 2020

Date

THANK YOU FOR YOUR BUSINESS!