



SOFTWARE AND SERVICE ORDER FORM

Company Information

Company Name	AppDynamics LLC		
Street Address	303 Second Street North Tower, 8 th Floor	Country	USA
City	San Francisco	Company Phone	(415) 442-8400
State/ Province	CA	Company Fax	
Zip/ Postal Code	94107	Company Email	

Contact Person

Full Name	Evelyn Lin	Office Phone	(415) 442-8435
Title	Director Marketing Analytics & Operations	Mobile Phone	
Email	evelyn.lin@appdynamics.com	Fax	

Billing Contact and Address

Full Name	Evelyn Lyn		
Street Address	303 Second Street North Tower, 8 th Floor	Country	USA
City	San Francisco	Email	evelyn.lin@appdynamics.com
State/ Province	CA	Phone	(415) 442-8435
Zip/ Postal code	94107	Fax	

Term and Payment Terms

Contract Start Date	3/28/2020
Contract End Date	3/27/2021
Fees	\$85,000
Payment Terms	Net 60 for full fees due upon contract execution date.
Payment Method	Check or wire.
Term	12 months, commencing at the above start date.

Pricing & Specifications



	Quantity	Cost/per	
Data Enrichment Records	200,000	\$0.23	\$45,000
Scoring Models	1	\$40,000	\$40,000

Platform	Feature	CDP
Products	Leadspace on Demand	Segment Management - DB Health Analytics
	LS for Marketo and LS for Salesforce	2
Data Management	Enrichment Tier (Premium Data Enrichments)	200,000 Records 1 Semi-Annual Data Refresh
Data Sources	LS Company & Person	✓
Recommend	Persona Fit Score	2 Custom Included* Access to Standard Library
	Predictive Fit Score	1 Score
Support & Services	Customer Support & Integration	✓
	Data Analyst Services	✓
Annual Platform Subscription Cost		\$85,000

Acceptance of Terms

Installation and use of the Leadspace service, and the completion of this transaction, are subject to the Professional Services Agreement, which was signed and duly executed by the parties on March 28, 2016.

Accepted by:	Leadspace, Inc.	Accepted by:	AppDynamics, LLC
Authorized Signature	DocuSigned by:  E23A7624381E4D1...	Authorized Signature	DocuSigned by:  EADD3AC1FF6B486...
Print Name	Stu Schmidt	Print Name	George Karamanos
Title	CRO	Title	General Counsel
Date	December 19, 2019	Date	December 19, 2019