

**ORDER FORM**

Elasticsearch, Inc
800 W El Camino Real
Suite 350
Mountain View, CA 94040

Date 1/29/2020
Quote Reference Q-81037
Quote Valid Until 2/28/2020
Sales Rep T.J. Lucia
Sales Rep Phone (858) 232-9254
Sales Rep Email tj@elastic.co

Bill to

AppDynamics LLC
303 2nd Street, 8th Floor North Tower
San Francisco
CA
94107-3636
United States

Ship to

AppDynamics LLC
303 2nd Street, 8th Floor North Tower
San Francisco
CA
94107
United States

Quantity	Description	Net Unit Price	Start Date	End Date	Amount
1.00	Elastic Site Search Pro Subscription (10,000 Documents, 100,000 Queries / Month, 1 Engine)	USD 2,388.00	3/14/2020	3/13/2021	USD 2,388.00
12.00	Elastic Site Search Pro: Additional Domains	USD 360.00	3/14/2020	3/13/2021	USD 4,320.00
3.00	Elastic Site Search Pro: Additional Documents (5,000)	USD 300.00	3/14/2020	3/13/2021	USD 900.00
4.00	Elastic Site Search Pro: Additional Engines	USD 1,200.00	3/14/2020	3/13/2021	USD 4,800.00
6.00	Elastic Site Search Pro: Additional Queries (50,000 Queries / Month)	USD 300.00	3/14/2020	3/13/2021	USD 1,800.00

Total Amount (excluding taxes) USD 14,208.00

Project(s): Site Search Pro
Description: Swiftype Site Search
Terms: Net 60

Invoicing is upon receipt of order.

By signing this Order Form, you expressly acknowledge and agree on behalf of the "Ship to" entity named above ("Customer") that this Order Form for an Elastic Cloud Subscription is subject to, and is hereby incorporated into the Elastic Master Subscription Agreement by and between Elastic and Cisco Systems, Inc. and its affiliates dated August 23, 2017 ("Subscription Agreement").

Additionally, the parties expressly acknowledge and agree that the Elastic GDPR and CCPA Data Processing Addendum, located at <https://www.elastic.co/pdf/elastic-cloud-services-gdpr-ccpa-data-processing-addendum-2020-3.pdf> ("DPA"), shall govern the processing of personal data in connection with this Subscription. Notwithstanding the foregoing, where the parties have entered into a written agreement that by its terms governs the subject matter addressed in DPA on the same date as, or prior to the date of, this Order Form, that remains in force and effect ("Written DPA"), such Written DPA shall govern in lieu of the DPA.

The parties hereby expressly acknowledge and agree that if Customer issues any purchase order or similar document (whether issued prior to or following Customer's execution of this Order Form) in connection with the purchase of any Elastic products and/or services described on this Order Form, it shall do so only for its own internal, administrative purposes and not with the intent to provide any contractual terms that may be set forth in such documents (all of which are



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hereby deemed rejected and extraneous to the applicable governing agreement), and Elastic's performance shall not amount to an acceptance by conduct of any terms set out or referred to in any such purchase order or similar document.

Customer agrees, as indicated below, that either (i) Customer will issue a purchase order for the purchase of Elastic products and/or services described on this Order Form upon execution or (ii) this Order Form will serve as Customer's purchase order and no separately issued purchase order will be required.

For the Site Search Subscription(s) set forth in this Order Form, "Resources" means engines, documents and API Operations, where an "API Operation" is any API request made on behalf of an account, including but not limited to document creation, search queries, engine creation, document updates and clickthrough tracking, and may be used to refer to the quantities of one or more of each of the foregoing items included with a specific Subscription Level, or used by Customer above and beyond the base quantity of a given resource included with a specific Subscription Level.



Check this box if Customer will issue a purchase order.



Check this box if Customer will NOT issue a purchase order.

Subscriptions will be deemed to start the later of the start date specified above, or the date Elastic receives Customer's purchase order (or, if Customer initials the second box above, the date a fully executed copy of this Order Form is received by Elastic).

This Order Form is not cancellable for any reason, and any amounts paid hereunder are only subject to refund as expressly permitted in the governing agreement.

Signed By

Elasticsearch, Inc

DocuSigned by:

 3F3BF424FC444B...

Signatory

Dave Arke11

Name

VP Finance

Title

January 30, 2020

Date

AppDynamics LLC

DocuSigned by:

 EADD3AC1FF6B486...

Signatory

George Karamanos

Name

General Counsel

Title

January 30, 2020

Date