



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

Pricing Valid Through: March 31, 2018

Proposed by:
Colin Frankland
cfrankland@linkedin.com
+14155008899

CONTRACT CONTACT: Nick Herman**Sold to Customer Cisco Systems, Inc.****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable
Cisco Systems, Inc.

Address: PO Box 696024
Accounts Payable

City/State/Zip: San Antonio TX 78269-6024

Country: United States

Email: invoice@cisco.com

Phone: (408) 256-4000

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

SHIP TO: Cisco Systems, Inc.**Ship To Doing Business As:**

170 W Tasman Dr

San Jose, CA 95134-1700

United States

ORDER INFORMATION

Contract #: CS3338756-17

Billing Period: Quarterly

Billing Method: Invoice

Billing Instructions: Cancelling 1942 seats from multiple contracts effective 3/31/2018.

USD Total Debook Amount: \$277,068.52 (1882 seats)

EUR Total Debook Amount: €2,201.05 (10 seats)

CAD Total Debook Amount: 20,469.00 (50 seats)

For Internal Only:

Type: Renewal

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

Agency Name:

Currency: USD

Contract Start Date*: March 31, 2018

Contract End Date: March 30, 2019

***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	Sales Price	Total
Product Name: Sales Navigator Enterprise (Promotional) (3,000-4,999 Seats) Product SKU: SNPXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	2,300	12		\$660.00	\$1,518,000.00
Product Name: TeamLink Extend (1,000 Seats) Product SKU: TLFXX01-1702 Product Description: 1000 TeamLink Extend seats which are included with Customer's Sales Navigator Enterprise purchase	1,000	12		\$0.00	\$0.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	12		(\$75,900.00)	(\$75,900.00)
				SUB TOTAL	\$1,442,100.00
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$1,442,100.00

PURCHASE ORDER INFORMATION	TAX INFORMATION
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<p>Our records INDICATE that a Purchase Order Number may NOT be required for this order.</p> <p>If a Purchase Order IS required, please enter the PO Number:</p> <p>By initialing here, I confirm that a Purchase Order number is NOT required, or if a Purchase Order Number is listed ABOVE, I confirm that it is current and accurate. _____</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 USA Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

TERMS

- Services provided under this order form will be in accordance with the 6/25/2008 LinkedIn Corporate Subscription Agreement ("LCSA") between the parties, as amended.
- LinkedIn Services provided under this Order Form are governed by the LCSA between the parties, the terms of which are incorporated into this Order Form. The Service Terms available at <https://legal.linkedin.com/service-specific-terms> apply to Customer to the extent the specific Service is included in this Order Form, the terms of which are incorporated into this Order Form.
- Except as provided in the LCSA, 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. Any co-term add-on order shall be at the promotional price for the corresponding year of the multi-year agreement. For the avoidance of doubt, Year 1 of the order is at the Sales Navigator Enterprise promotional price of \$660 for 3,000-4,999 Seats; Year 2 of the order is at the Sales Navigator Enterprise promotional price of \$770 for 3,000-4,999 Seats.
- Customer will have a one-time option to downgrade its purchase of the Sales Navigator Enterprise Service to the Sales Navigator Team Service on orders 24 months or greater only ("Downgrade"), provided that (i) Downgrade requests must be received at least 30 days prior to the price increase in the respective Order Form (1 year into a 2-year order, or 2 years into a 3-year order; orders < 24 months are not eligible for a Downgrade); and (ii) Customer will not be entitled to any refund or credit in connection with the Downgrade. Notwithstanding the above, if Customer pays upfront for the entire Term and then elects to Downgrade, LinkedIn will provide Customer with a one-time credit in the amount of the difference in price between the Sales Navigator Enterprise and the Sales Navigator Team for the last year of the Term. Sales Navigator Team seats purchased in connection with the Downgrade will be at LinkedIn's year 1 list rates (including any applicable volume-tier discounts).

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	
Signature:	<i>Nick Herman</i> DocuSigned By: Nick Herman	Signature:	<i>Jenny (Zhen) Su</i> 83753D60018E4E8...
Name:	Nick Herman	Name:	Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date:	29 March 2018	Date:	29 March 2018



Amendment to LinkedIn Corporate Subscription Agreement

This Amendment to the LinkedIn Corporate Subscription Agreement (this "**Amendment**") between LinkedIn Corporation ("**LinkedIn**") and Cisco Systems, Inc. ("**Customer**"), is effective on March 28th, 2018, and amends that certain LinkedIn Corporate Subscription Agreement by and between the parties dated June 25th, 2008 (the "**Agreement**").

NOW THEREFORE, THE PARTIES HERETO AGREE AS FOLLOWS:

1. All capitalized terms not defined in this Amendment shall have the meanings given to them in the Agreement.
2. Provision 8 of the Agreement, "Limitation of Liability", is hereby deleted in its entirety and replaced with the following:

"8. LIMITATION OF LIABILITY

8.1 Damages Waiver. 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. Subject to Sections 8.3(b) and (e), LinkedIn will not be liable to Customer for any Personal Data Breach (as defined in Section 1 of the LinkedIn Data Processing Agreement ("DPA")).

8.2 Liability Cap. 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 the Data Processor's (as defined in Section 1 of the DPA) negligent acts or omissions."

3. Provision 9 of the Agreement, "Dispute Resolution", is hereby deleted in its entirety and replaced with the following:

"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."

4. The following shall be added as a new Provision 10.11 to the Agreement:

"10.11 DATA PROTECTION. If either party processes Personal Data (as defined in Section 1 of the DPA) on behalf of the other pursuant to this Agreement, then LinkedIn and Customer will comply with the terms of the DPA, currently available at <https://legal.linkedin.com/dpa> , the terms of which are incorporated into this LSA."

5. The following shall be added as a new Provision 10.12 to the Agreement:

"10.12 RETENTION OF CUSTOMER RECORDS. Upon Customer's written request and at Customer's cost, LinkedIn shall promptly provide Customer owned information to Customer in the manner requested. Prior to disposing of any Customer owned information or information managed for Customer under this Agreement, LinkedIn shall notify Customer in writing of the disposition. LinkedIn shall request that Customer either approve of this disposition or require that the information is promptly returned to Customer. In the event that Customer requires the return of said information, LinkedIn shall promptly return information after receipt of the notification. Notwithstanding the foregoing, in the event of conflict between this Provision 10.12 and the Mutual Non-Disclosure Agreement executed by the parties ("NDA"), the NDA will govern."

6. Except as otherwise provided or modified herein, the terms and conditions of the Agreement remain in full force and effect. In the event of a conflict between the provisions in this Amendment and the provisions of the Agreement, the provisions in this Amendment will control. This Amendment and the Agreement constitute the entire and exclusive agreement between the parties regarding this subject matter, and supersedes all proposals and prior agreements, oral or written, and all other communications between them relating to the subject matter herein.

The parties may sign this Amendment electronically and in counterparts, each of which is deemed to be an original and all of which taken together comprise a single document. The undersigned parties hereby acknowledge that they have read and understand the terms of this Amendment and agree to be bound by all terms, conditions and obligations contained herein.

CUSTOMER	DocuSigned by: 7C1B128072A0421	LINKEDIN	DocuSigned by:
Signature:	<i>Nick Herman</i> DocuSigned By: Nick Herman	Signature:	<i>Jenny (Zhen) Su</i> 83753D00018E4E8...
Name:	Nick Herman	Name:	Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date Signed:	29 March 2018	Date Signed:	29 March 2018



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Pricing Valid Through: March 31, 2018

Proposed by:
Colin Frankland
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+14155008899

CONTRACT CONTACT: Nick Herman**Sold to Customer Cisco Systems, Inc.****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable
Cisco Systems, Inc.

Address: Accounts Payable
PO Box #696024

City/State/Zip: San Antonio TX 78269

Country: United States

Email: invoice@cisco.com

Phone: (408) 256-4000

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

SHIP TO: Cisco Systems, Inc.**Ship To Doing Business As:**

170 W. Tasman Dr.

San Jose, CA 95134

United States

ORDER INFORMATION

Contract #: CS4280399-18

Billing Period: Quarterly

Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Add-On

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

Agency Name:

Currency: USD

Contract Start Date*: June 30, 2018

Contract End Date: March 30, 2019

*"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	Sales Price	Total
Product Name: Sales Navigator Enterprise (Promotional) (3,000-4,999 Seats) Product SKU: SNPXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	150	9		\$495.00	\$74,250.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	9		(\$3,712.50)	(\$3,712.50)
				SUB TOTAL	\$70,537.50
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$70,537.50

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:</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>_____</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>
PAYMENT OPTIONS	
<ul style="list-style-type: none"> Customer Payment Terms: 60 Days USA Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

TERMS

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- Customer will have a one-time option to downgrade its purchase of the Sales Navigator Enterprise Service to the Sales Navigator Team Service on orders 24 months or greater only ("Downgrade"), provided that (i) Downgrade requests must be received at least 30 days prior to the price increase in the respective Order Form (1 year into a 2-year order, or 2 years into a 3-year order; orders < 24 months are not eligible for a Downgrade); and (ii) Customer will not be entitled to any refund or credit in connection with the Downgrade. Notwithstanding the above, if Customer pays upfront for the entire Term and then elects to Downgrade, LinkedIn will provide Customer with a one-time credit in the amount of the difference in price between the Sales Navigator Enterprise and the Sales Navigator Team for the last year of the Term. Sales Navigator Team seats purchased in connection with the Downgrade will be at LinkedIn's year 1 list rates (including any applicable volume-tier discounts).

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	
Signature:	<div>7CF8EA0879AB421</div> 	Signature:	<div>DocuSigned by:</div> 
Name:	<div>DocuSigned By: Nick Herman</div> Nick Herman	Name:	<div>83753D80018F4E8...</div> Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date:	29 March 2018	Date:	29 March 2018



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

Pricing Valid Through: March 31, 2018

Proposed by:
Colin Frankland
cfrankland@linkedin.com
+14155008899

CONTRACT CONTACT: Nick Herman**Sold to Customer Cisco Systems, Inc.****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable
Cisco Systems, Inc.

Address: PO Box 696024
Accounts Payable

City/State/Zip: San Antonio TX 78269-6024

Country: United States

Email: invoice@cisco.com

Phone: 408-391-7151

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

SHIP TO: Cisco Systems, Inc.

Ship To Doing Business As:
170 W Tasman Dr

San Jose, CA 95134-1700
United States

ORDER INFORMATION

Contract #: CS4280565-18

Billing Period: Quarterly

Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Add-On

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

Agency Name:

Currency: USD

Contract Start Date*: September 30, 2018

Contract End Date: March 30, 2019

*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	Sales Price	Total
Product Name: Sales Navigator Enterprise (Promotional) (3,000-4,999 Seats) Product SKU: SNPXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	150	6		\$330.00	\$49,500.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	6		(\$2,475.00)	(\$2,475.00)
				SUB TOTAL	\$47,025.00
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$47,025.00

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:</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>_____</p>	<p>Check here if your company is tax exempt: Please attach any/all exemption certifications or email documentation to taxinquiry@linkedin.com.</p>
PAYMENT OPTIONS	
<ul style="list-style-type: none"> Customer Payment Terms: 60 Days USA Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

TERMS

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- Customer will have a one-time option to downgrade its purchase of the Sales Navigator Enterprise Service to the Sales Navigator Team Service on orders 24 months or greater only ("Downgrade"), provided that (i) Downgrade requests must be received at least 30 days prior to the price increase in the respective Order Form (1 year into a 2-year order, or 2 years into a 3-year order; orders < 24 months are not eligible for a Downgrade); and (ii) Customer will not be entitled to any refund or credit in connection with the Downgrade. Notwithstanding the above, if Customer pays upfront for the entire Term and then elects to Downgrade, LinkedIn will provide Customer with a one-time credit in the amount of the difference in price between the Sales Navigator Enterprise and the Sales Navigator Team for the last year of the Term. Sales Navigator Team seats purchased in connection with the Downgrade will be at LinkedIn's year 1 list rates (including any applicable volume-tier discounts).

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CUSTOMER (or APPROVED AGENCY)		LinkedIn Corporation	
Signature:	<i>Nick Herman</i> DocuSigned By: Nick Herman	Signature:	<i>Jenny (Zhen) Su</i> 63753D00018E4E8...
Name:	Nick Herman	Name:	Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date:	29 March 2018	Date:	29 March 2018



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Phone: 408-391-7151

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

SHIP TO: Cisco Systems, Inc.**Ship To Doing Business As:**

170 W Tasman Dr

San Jose, CA 95134-1700

United States

ORDER INFORMATION

Contract #: CS4280572-18

Billing Period: Quarterly

Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Add-On

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

Agency Name:

Currency: USD

Contract Start Date*: December 31, 2018

Contract End Date: March 30, 2019

*"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	Sales Price	Total
Product Name: Sales Navigator Enterprise (Promotional) (3,000-4,999 Seats) Product SKU: SNPXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	150	3		\$165.00	\$24,750.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	3		(\$1,237.50)	(\$1,237.50)
				SUB TOTAL	\$23,512.50
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$23,512.50

PURCHASE ORDER INFORMATION	TAX INFORMATION
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PAYMENT OPTIONS	
<ul style="list-style-type: none"> Customer Payment Terms: 60 Days USA Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

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CUSTOMER (or APPROVED AGENCY)		LinkedIn Corporation	
Signature:	<div>7CE8FA0879AB421</div> <i>Nick Herman</i> DocuSigned By: Nick Herman	Signature:	<div>DocuSigned by:</div> <i>Jenny (Zhen) Su</i> 83753D00018E4E6...
Name:	Nick Herman	Name:	Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date:	29 March 2018	Date:	29 March 2018



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www.linkedin.com

Pricing Valid Through: March 31, 2018

Proposed by:
Colin Frankland
cfrankland@linkedin.com
+14155008899

CONTRACT CONTACT: Nick Herman**Sold to Customer Cisco Systems, Inc.****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable

Cisco Systems, Inc.

Address: PO Box 696024

Accounts Payable

City/State/Zip: San Antonio TX 78269-6024

Country: United States

Email: invoice@cisco.com

Phone: 408-526-4000

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

SHIP TO: Cisco Systems, Inc.**Ship To Doing Business As:**

170 W Tasman Dr

San Jose, CA 95134-1700

United States

ORDER INFORMATION

Contract #: CS4280277-18

Billing Period: Quarterly

Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Renewal

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

Agency Name:

Currency: USD

Contract Start Date*: March 31, 2019

Contract End Date: March 30, 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	Sales Price	Total
Product Name: Sales Navigator Enterprise (3,000-4,999 Seats) Product SKU: SNEXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	2,900	12		\$880.00	\$2,552,000.00
Product Name: TeamLink Extend (1,000 Seats) Product SKU: TLFXX01-1702 Product Description: 1000 TeamLink Extend seats which are included with Customer's Sales Navigator Enterprise purchase	1,000	12		\$0.00	\$0.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	12		(\$127,600.00)	(\$127,600.00)
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	12		(\$303,050.00)	(\$303,050.00)
				SUB TOTAL	\$2,121,350.00
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$2,121,350.00

PURCHASE ORDER INFORMATION	TAX INFORMATION
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<p>Our records INDICATE that a Purchase Order Number is required for this order.</p> <p>Please enter PO Number:</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>_____</p>	<p>Check here if your company is tax exempt: Please attach any/all exemption certifications or email documentation to taxinquiry@linkedin.com.</p>
PAYMENT OPTIONS	
<ul style="list-style-type: none"> Customer Payment Terms: 60 Days USA Customers: Check, Credit Card, or Bank Wire Transfer Non-US Customers: Credit Card or Bank Wire Transfer only 	

TERMS

- Services provided under this order form will be in accordance with the 6/25/2008 LinkedIn Corporate Subscription Agreement ("LCSA") between the parties, as amended.
- LinkedIn Services provided under this Order Form are governed by the LCSA between the parties, the terms of which are incorporated into this Order Form. The Service Terms available at <https://legal.linkedin.com/service-specific-terms> apply to Customer to the extent the specific Service is included in this Order Form, the terms of which are incorporated into this Order Form.
- Except as provided in the LCSA, 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. Any co-term add-on order shall be at the promotional price for the corresponding year of the multi-year agreement. For the avoidance of doubt, Year 1 of the order is at the Sales Navigator Enterprise promotional price of \$660 for 3,000-4,999 Seats; Year 2 of the order is at the Sales Navigator Enterprise promotional price of \$770 for 3,000-4,999 Seats.
- Customer will have a one-time option to downgrade its purchase of the Sales Navigator Enterprise Service to the Sales Navigator Team Service on orders 24 months or greater only ("Downgrade"), provided that (i) Downgrade requests must be received at least 30 days prior to the price increase in the respective Order Form (1 year into a 2-year order, or 2 years into a 3-year order; orders < 24 months are not eligible for a Downgrade); and (ii) Customer will not be entitled to any refund or credit in connection with the Downgrade. Notwithstanding the above, if Customer pays upfront for the entire Term and then elects to Downgrade, LinkedIn will provide Customer with a one-time credit in the amount of the difference in price between the Sales Navigator Enterprise and the Sales Navigator Team for the last year of the Term. Sales Navigator Team seats purchased in connection with the Downgrade will be at LinkedIn's year 1 list rates (including any applicable volume-tier discounts).

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.

<p>CUSTOMER (or APPROVED AGENCY)</p> <p>Signature: <i>Nick Herman</i></p> <p>Name: NICK HERMAN</p> <p>Title: Contract Negotiator</p> <p>Date: 29 March 2018</p>	<p>LinkedIn Corporation</p> <p>DocuSigned by: <i>Jenny (Zhen) Su</i></p> <p>Signature: _____</p> <p>Name: Jenny (Zhen) Su</p> <p>Title: Principal Revenue Analyst</p> <p>Date: 29 March 2018</p>
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LinkedIn
1000 West Maude Avenue
Sunnyvale, CA 94085
Phone: 650.687.3600
Fax: 1.650.429.2122
www.linkedin.com

Pricing Valid Through: March 31, 2018

Proposed by:
Colin Frankland
cfrankland@linkedin.com
+14155008899

CONTRACT CONTACT: Nick Herman**Sold to Customer Cisco Systems, Inc.****BILL TO:** Please review the below Billing details and edit if necessary.**Bill To Doing Business As:**

Contact: Accounts Payable
Cisco Systems, Inc.

Address: PO Box 696024
Accounts Payable

City/State/Zip: San Antonio TX 78269-6024

Country: United States

Email: invoice@cisco.com

Phone: 408-391-7151

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

SHIP TO: Cisco Systems, Inc.

Ship To Doing Business As:
170 W Tasman Dr

San Jose, CA 95134-1700
United States

ORDER INFORMATION

Contract #: CS4280865-18

Billing Period: Quarterly
Billing Method: Invoice

Billing Instructions:

For Internal Only:

Type: Add-On

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

Agency Name:

Currency: USD

Contract Start Date*: September 30, 2019

Contract End Date: March 30, 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	Sales Price	Total
Product Name: Sales Navigator Enterprise (3,000-4,999 Seats) Product SKU: SNEXX13-1702 Product Description: Find and build lasting client relationships by using your expanded company network on LinkedIn (Includes 50 InMails per month, TeamLink Extend, unlimited PointDrive presentations shared with clients and other premium features)	100	6		\$440.00	\$44,000.00
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	6		(\$2,200.00)	(\$2,200.00)
Product Name: Discount Product SKU: DISCOUNT Product Description: Please note: This is a one-time discount applied to this specific order. Future orders will not carry this discount amount.	1	6		(\$5,225.00)	(\$5,225.00)
				SUB TOTAL	\$36,575.00
				ESTIMATED TAX*	\$0.00
				ESTIMATED ORDER TOTAL	\$36,575.00

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:</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>_____</p>	<p>Check here if your company is tax exempt: Please attach any/all exemption certifications or email documentation to taxinquiry@linkedin.com.</p>

PAYMENT OPTIONS	
<ul style="list-style-type: none"> Customer Payment Terms: 60 Days USA 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"> Services provided under this order form will be in accordance with the 6/25/2008 LinkedIn Corporate Subscription Agreement ("LCSA") between the parties, as amended. LinkedIn Services provided under this Order Form are governed by the LCSA between the parties, the terms of which are incorporated into this Order Form. The Service Terms available at https://legal.linkedin.com/service-specific-terms apply to Customer to the extent the specific Service is included in this Order Form, the terms of which are incorporated into this Order Form. Except as provided in the LCSA, 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. Any co-term add-on order shall be at the promotional price for the corresponding year of the multi-year agreement. For the avoidance of doubt, Year 1 of the order is at the Sales Navigator Enterprise promotional price of \$660 for 3,000-4,999 Seats; Year 2 of the order is at the Sales Navigator Enterprise promotional price of \$770 for 3,000-4,999 Seats. Customer will have a one-time option to downgrade its purchase of the Sales Navigator Enterprise Service to the Sales Navigator Team Service on orders 24 months or greater only ("Downgrade"), provided that (i) Downgrade requests must be received at least 30 days prior to the price increase in the respective Order Form (1 year into a 2-year order, or 2 years into a 3-year order; orders < 24 months are not eligible for a Downgrade); and (ii) Customer will not be entitled to any refund or credit in connection with the Downgrade. Notwithstanding the above, if Customer pays upfront for the entire Term and then elects to Downgrade, LinkedIn will provide Customer with a one-time credit in the amount of the difference in price between the Sales Navigator Enterprise and the Sales Navigator Team for the last year of the Term. Sales Navigator Team seats purchased in connection with the Downgrade will be at LinkedIn's year 1 list rates (including any applicable volume-tier discounts).

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CUSTOMER (or APPROVED AGENCY)		LinkedIn Corporation	
Signature:	 DocuSigned By: Nick Herman	Signature:	
Name:	Nick Herman	Name:	Jenny (Zhen) Su
Title:	Contract Negotiator	Title:	Principal Revenue Analyst
Date:	29 March 2018	Date:	29 March 2018