Tableau Software, Inc.
1621 N 34th St.
Seattle, WA 98103
Phone: (206) 633-3400
Fax: (206) 260-2883
FEIN: 47-0945740
DUNS: 60-386-5093

Subscription Order Form

Purchase Effective Date: 24-Aug-2017   Tableau Order Number: 3520517

Quote Expires: 31-Aug-2017   Quote: Q1708-1000715

PRICES STATED ON THIS ORDER FORM ARE FINAL. THIS ORDER IS NON-CANCELLABLE AND NON-REFUNDABLE. Your signature on this Order Form constitutes agreement to place an order for the Period defined below with the fees to be invoiced in installments. Payments are due as per the Invoice Schedule outlined below and Customer's failure to pay pursuant thereto will result in all outstanding fees being due immediately.

I certify that I am a duly authorized representative of Customer and that this Order Form is fully authorized and affirm my organization's commitment to pay.

Print Name: Elise Leung _____   Title: General Counsel _____

Authorized Signature: _____   Date: August 30, 2017 _____
DocuSigned by:
CB1399659FAB42B...

[X] My organization requires a Purchase Order to be issued for payment, please include the PO number on the corresponding invoice(s) to this Subscription Order Form. By selecting this box, I understand my order will be fulfilled once Tableau receives both this document as well as a valid PO.

Order Details

Bill To:
Appdynamics, LLC
Brian Hoyt
303 2nd St.
8th Floor, North Tower
San Francisco, CA 94107
US
Phone:
Email: brian.hoyt@appdynamics.com

Ship To:
Appdynamics, LLC
Brian Hoyt
303 2nd St.
8th Floor, North Tower
San Francisco, CA 94107
US
Phone:
Email: brian.hoyt@appdynamics.com

Product Name	Quantity	Unit Price	Adjusted Unit Price	Total
Tableau Online - Single User - License (Multi Yr Term) *Period: 24-Aug-2017 to 23-Aug-2020*	100	USD 500.00	USD 1,200.00	USD 120,000.00
Desktop - Professional - License (Multi Yr Term) *Period: 24-Aug-2017 to 23-Aug-2020*	20	USD 840.00	USD 2,268.00	USD 45,360.00
Training - Desktop I: Fundamentals - Onsite	1	USD 10,000.00	USD 10,000.00	USD 10,000.00

List Subtotal:	USD 76,800.00
Adjusted Subtotal:	USD 210,400.00

Discount:	USD 35,040.00
Estimated Expenses:	USD 2,500.00
Total:	USD 177,860.00

Memo:

As of August 2017 there is a pending End User License Agreement between Tableau Software, Inc. and APPDYNAMICS, LLC. Should this Agreement become fully executed between the parties, the terms and conditions outlined in the executed Agreement shall apply and will override any conflicting terms contained in this quote.

Invoice Schedule:

Schedule	Year	Invoice Date	Total Due
Annual Subscription	1	24-Aug-2017	USD 65,120.00
Annual Subscription	2	23-Aug-2018	USD 55,120.00
Annual Subscription	3	23-Aug-2019	USD 55,120.00

Please Note:

- **Payment terms are Net 30**
- Orders can be submitted via secure fax to (206) 260-2883 or by email to customerservice@tableau.com.
- All products are delivered electronically through a secure e-fulfillment site; no physical materials will be shipped.
- Tableau Delivery Instructions Form: http://www.tableau.com/dif.
- All Tableau Desktop, Tableau Server, Support and Maintenance Services for Tableau Desktop and Tableau Server, and Professional Services orders are subject to the following terms http://www.tableau.com/eula.
- All Tableau Online orders are subject to the following terms http://www.tableau.com/online-agreement.
- For details about Tableau Desktop and Tableau Server maintenance and support http://www.tableau.com/mrpolicy.
- Purchase orders must include each product line item separately with quantity, unit price and total.
- Professional Services will be invoiced upon completion.
- No product purchases are contingent on any Professional Services.
- When applicable, travel & expenses will be billed at cost in a separate invoice after the services are delivered.
- Cancellation of Professional Services or training are subject to the following policy http://tableau.com/cancellation-policy.
- Subscription or term license optional second year fees will be the same as in year one.
- Upon invoicing, actual sales tax may change based on ship-to location.

Payment Instructions:

Wire Transfer and ACH Instructions

Currency:	US Dollar (USD)
Beneficiary Bank:	Silicon Valley Bank 3003 Tasman Santa Clara, California 95054
Beneficiary Name:	Tableau Software, Inc.
Beneficiary Account:	Domestic: 3300681455 (ACH/EFT Routing: #121140399) International: 3300681455 (SWIFT: SVBKUS6S)

All transaction fees must be covered by sender and should be specified upon initiation of the wire transfer. Please include your Company Name and Invoice Number(s) with your wire transfer to

ensure timely and accurate application of your payment. This invoice is computer generated and no signature is required.

Other Payment Options

To pay by credit card, please contact ar@tableau.com

Purchase Order: Remit to Tableau Software via email to customerservice@tableau.com.

To Pay By Check: Include invoice number on check and remit to:

Tableau Software, Inc.
PO Box 204021
Dallas, TX 75320-4021