

AWS PRIVATE PRICING AGREEMENT

Contract Number: PPA-2024-ENT-002

Customer: Enterprise Solutions LLC

Effective Date: March 1, 2024

Term: Three (3) years ending February 28, 2027

3. PRICING, DISCOUNTS AND PAYMENT

3.1 Committed Spend & Commitment Schedule

During the Term, Customer commits to meet or exceed certain minimum spending levels on AWS services. Customer's total commitment over the entire Term (Total Committed Spend) is **\$2,500,000**. The committed amounts and corresponding discount rates are as follows:

- **Contract Year 1:** March 1, 2024 - February 28, 2025 – Annual Committed Spend = \$750,000 with 20% Discount Rate on Eligible Services
- **Contract Year 2:** March 1, 2025 - February 28, 2026 – Annual Committed Spend = \$850,000 with 22% Discount Rate on Eligible Services
- **Contract Year 3:** March 1, 2026 - February 28, 2027 – Annual Committed Spend = \$900,000 with 25% Discount Rate on Eligible Services

3.2 Discounted Pricing & Eligible Services

In consideration of Customer's commitments, AWS will apply the specified Discount Rate to Customer's charges for Eligible Services during the Term. The discount is applied as a percentage off AWS's standard pay-as-you-go rates.

Eligible Services include the majority of generally available AWS cloud services across all AWS regions, including but not limited to:

- Amazon Elastic Compute Cloud (EC2)
- Amazon Simple Storage Service (S3)
- Amazon Relational Database Service (RDS)
- AWS Lambda
- Amazon CloudFront
- Amazon DynamoDB
- Amazon Elastic Container Service (ECS)
- Amazon CloudWatch
- Amazon Virtual Private Cloud (VPC)
- Amazon Elastic Load Balancing
- Amazon Route 53
- Amazon Simple Notification Service (SNS)
- Amazon Simple Queue Service (SQS)

SCHEDULE 1 - EXCLUDED SERVICES

The following services are excluded from discount eligibility and do not count toward the Annual Committed Spend:

- AWS Marketplace purchases (except up to 25% of annual commitment as negotiated)
- AWS Support fees (including Enterprise Support)
- AWS Professional Services
- Third-party software licenses
- Reserved Instance purchases made outside this agreement
- Savings Plans purchases made outside this agreement
- AWS Training and Certification fees
- Data transfer charges for content delivery to end users

SCHEDULE 2 - ELIGIBLE ACCOUNTS

This Agreement applies to the following AWS account structure:

- **Master Payer Account:** 613496277890 (Enterprise - Production)

- **Linked Accounts:** All current and future accounts under the AWS Organizations structure managed by the Master Payer Account

KEY TERMS SUMMARY

Annual Committed Spend: The minimum annual dollar amount of AWS Service usage charges that Customer commits to incur during each Contract Year.

Discount Rate: The percentage discount off AWS's standard pay-as-you-go service fees applied to Eligible Services. Rates: 20% (Year 1), 22% (Year 2), 25% (Year 3).

True-Up Mechanism: If actual spend falls short of committed amount in any Contract Year, Customer will be invoiced for the shortfall amount, which will be applied as credit for future usage.

Enterprise Support Required: Customer must maintain AWS Enterprise Support throughout the Term as a condition of this agreement.

The Parties have caused this AWS Private Pricing Agreement to be executed by their duly authorized representatives as of the Effective Date.

Amazon Web Services, Inc.

By: _____

Name: _____

Title: _____

Date: _____

Enterprise Solutions LLC

By: _____

Name: _____

Title: _____

Date: _____