



VMTurbo Price List

Rev. 7/3/2012

per socket Licenses	SKU	price per socket
Enterprise Operations Manager (*support + maintenance needed)	VMT-EOM-PERM	\$ 499.00
Enterprise Operations Manager monthly subscription (includes support)	VMT-EOM-TERM-1MT	\$ 40.00
Enterprise Operations Manager 3-month subscription (includes support)	VMT-EOM-TERM-3MT	\$ 100.00
Enterprise Operations Manager 6-month subscription (includes support)	VMT-EOM-TERM-6MT	\$ 180.00
Enterprise Operations Manager 1 year subscription (includes support)	VMT-EOM-TERM-1YR	\$ 350.00
Cloud Operations Manager (*support + maintenance needed)	VMT-COM-PERM	\$ 799.00
Cloud Operations Manager monthly subscription - includes support	VMT-COM-TERM-1MT	\$ 60.00
Cloud Operations Manager 3-month subscription - includes support	VMT-COM-TERM-3MT	\$ 160.00
Cloud Operations Manager 6-month subscription - includes support	VMT-COM-TERM-6MT	\$ 310.00
Cloud Operations Manager 1 year subscription - includes support	VMT-COM-TERM-1YR	\$ 600.00
Application Performance Manager (*support + maintenance needed)	VMT-APM-PERM	\$ 199.00
Support & Maintenance		
Support & Maintenance for Enterprise Operations Manager for 1 year	VMT-EOM-SNM-1YR	\$ 100.00
Support & Maintenance for Enterprise Operations Manager for 3 years	VMT-EOM-SNM-3YR	\$ 231.00
Support & Maintenance for Cloud Operations Manager for 1 year	VMT-COM-SNM-1YR	\$ 200.00
Support & Maintenance for Cloud Operations Manager for 3 years	VMT-COM-SNM-3YR	\$ 462.00
Support & Maintenance for Application Performance Manager for 1 year	VMT-APM-SNM-1YR	\$ 49.00
Support & Maintenance for Application Performance Manager for 3 years	VMT-APM-SNM-3YR	\$ 113.00

VMTurbo Enterprise License Program

Enterprise License Program Level	A	B	C	D	E	F	G
Discount	0%	25%	30%	35%	40%	45%	50%
Revenue Commitment	\$0	\$75K	\$150K	\$300K	\$600K	\$1M	\$1.5M
Initial Order Minimum	\$0	\$75K	\$150K	\$300K	\$600K	\$1M	\$1.5M
Minimum Re Order	N/A	\$5K	\$5K	\$5K	\$5K	\$5K	\$5K
Renewal Order Minimum	N/A	\$37.5K	\$75K	\$150K	\$300K	\$500K	\$750K
Program Level Upgrade Minimum	N/A	\$112.5K	\$225K	\$450K	\$650K	\$875K	N/A
Program Term	Lifetime	3 Years	3 Years	3 Years	3 Years	3 Years	3 Years
Renewal Term	N/A	2 Years	2 Years	2 Years	2 Years	2 Years	2 Years

Notes:

1. Accredited educational institution discount: 30%
2. The discount is a reduction from the suggested retail price on VMTurbo products to the customer.
3. A reorder is an additional purchase placed during the term of the Enterprise License Program. Reorders must meet or exceed the minimum to qualify for use of the associated Enterprise License Program discount.
4. A renewal order must be placed within the 12 months prior to the current discount expiration. To reward continued investment, the qualifying order size required for the customer to maintain its same program and discount level. This is only offered during an agreement's renewal period.
5. The Program Level Upgrade allows customers to move up one discount level with a reduced qualifying order at any point in their agreement term.
6. The renewal term is the length of time a discount is extended if a qualifying renewal or Program Level Upgrade order is placed within the previous 12 months.