

Exhibit B
Carahsoft Pricing Schedule
VMware and Related Services

Table 1 - The Quilt Product Discount Matrix - VMware
Discount Matrix applies to New Sales and Renewals

Vmware	Initial Discount	Threshold Met
Product Cagegory		
Software Licenses:	19%	\$30M =+1%=20%
Support (SnS)		
1 Year Subscription	3%	
2 Year Subscription	4%	
3 Year Subscription	12%	
4 Year Subscription	13%	
5 Year Subscription	15%	
Managed Services		
End User Computing	5%	
AirWatch	5%	
VeloCloud	5%	
Cloud Subscription Services	7%	\$30M =+1=8%
Training:		
Level 1 (0-150cr)	3%	
Level 2 (151-600cr)	12%	
Level 3 (601-1200cr)	17%	
Level 4 (1201+cr)	22%	
Professional Services:		
Level 1 (0-150cr)	3%	
Level 2 (151-600cr)	12%	
Level 3 (601-1200cr)	17%	
Level 4 (1201+cr)	22%	

*For more information including VMware's Terms and Conditions for Support and Subscription Services "SnS" please see: https://www.vmware.com/files/pdf/support/support_terms_conditions.pdf

Table 2 - The Quilt Product Discount Matrix – Related Services

Vendor	HPE	Threshold Met	Palo Alto Networks	Threshold Met	Dell Technologies	AWS	Threshold Met	Veeam	Threshold Met
Product Category									
Software Licenses:	20%	\$15M=+2=22%						5%	\$15M=+2% =7%
1 Year Subscription			8%	\$15M=+2=10%					
2 Year Subscription			12%	\$15M=+2=14%					
3 Year Subscription			20%	\$15M=+2=22%					
4 Year Subscription			20%	\$15M=+2=22%					
5 Year Subscription			20%	\$15M=+2=22%					
Support (SnS)									
1 Year Subscription	20%		5%		5%			3%	
2 Year Subscription	22%		8%		6%			4%	
3 Year Subscription	25%		18%		7%			5%	
4 Year Subscription	27%		18%		8%			7%	
5 Year Subscription	30%		18%		10%			9%	
Managed Services	N/A				5%				
End User Computing	N/A								
Cloud Subscription Services	N/A		5%	\$15M =+2%=7%		2%	\$15M=+3%=5%		
Training:									
Level 1 (0-150cr)	10%		5%		5%				
Level 2 (151-600cr)	10%		5%		5%				
Level 3 (601-1200cr)	10%		5%		5%				
Level 4 (1201+cr)	10%		5%		5%				
Professional Services:									
Level 1 (0-150cr)	10%		5%		5%				
Level 2 (151-600cr)	10%		5%		5%				
Level 3 (601-1200cr)	10%		5%		5%				
Level 4 (1201+cr)	10%		5%		5%				
Hardware:	1%		5%		5%				

Administrative Allowance Program

Carahsoft will provide a 1% (100 basis points) Administrative Allowance to the Quilt Member based on the total aggregate volume of sales to Authorized Quilt Buyers (AQB's) within that member's region. Carahsoft will also provide a .25% (25 basis points) Administrative Allowance to be paid to The Quilt based on the total aggregate volume of sales to AQB's within The Quilt community. Payment of these allowances are to be issued to the Quilt Member and The Quilt on a quarterly basis and paid within 25 days of close of the last day of the month of the previous quarterly period.

Customer Definitions:

All Authorized Quilt Members (healthcare, state/ local & public libraries) qualify for the discount program.

State/Local government customers fall under VMware's commercial customer definition and will receive The Quilt discount off of the Commercial MSRP. State/Local Quilt Members may opt into the Federal program if desired.

For profit Healthcare customers fall under VMware's commercial customer definition and will receive The Quilt discount off of the Commercial MSRP.

VMware's defined list of nonprofit customer definitions can be found here:
https://www.vmware.com/files/pdf/support/support_terms_conditions.pdf

Nonprofit entities that are eligible to participate:
501(c)(3), provided that such entity is organized and operated exclusively for one of the following purposes:

- Religious
- Charitable
- Scientific
- Literary – Public Libraries would fall under this category
- Educational – University owned Healthcare and teaching hospitals, K-12
- In the prevention of cruelty to children or animals
- In the testing for public safety
- Fostering national or international amateur sports competition
- 501(d) Religious or Apostolic Organizations
- 501(e) Cooperative Health Services provided to Hospitals – Nonprofit Healthcare organizations would fall here