

## NetApp

**Contractor: Enterprise Networking Solutions, Inc.**

### Converged

	Segment ID	Percentage off MSRP
Hardware	M1-10	21%
Software	M1-11	21%
Accessories	M1-12	21%
Installation Services	M1-13	25%
Professional Services	M1-14	25%
Warranty /Support	M1-15	21%

### Hyper-Converged

	Segment ID	Percentage off MSRP
Hardware	M1-20	21%
Software	M1-21	21%
Accessories	M1-22	21%
Installation Services	M1-23	25%
Professional Services	M1-24	25%
Warranty /Support	M1-25	21%

### Storage Area Network (SAN) Fabric

	Segment ID	Percentage off MSRP
Hardware	M1-30	21%
Software	M1-31	21%
Accessories	M1-32	21%
Installation Services	M1-33	25%
Professional Services	M1-34	25%
Warranty /Support	M1-35	21%

### Storage

	San Storage - (HDD/Hybrid)		All Flash Array (AFA)*		Software Defined Storage (SDS)		Object Storage Array		NAS		Data Backup & Recovery	
	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP
Hardware	M1-40	21%	M1-50	21%			M1-70	21%	M1-80	21%	M1-90	21%
Software	M1-41	21%	M1-51	21%	M1-60	21%	M1-71	21%	M1-81	21%	M1-91	21%
Accessories	M1-42	21%	M1-52	21%			M1-72	21%	M1-82	21%	M1-92	21%
Installation Services	M1-43	25%	M1-53	25%	M1-61	25%	M1-73	25%	M1-83	25%	M1-93	25%
Professional Services	M1-44	25%	M1-54	25%	M1-62	25%	M1-74	25%	M1-84	25%	M1-94	25%
Warranty /Support	M1-45	21%	M1-55	21%	M1-63	21%	M1-75	21%	M1-85	21%	M1-95	21%

\*All Flash Array (AFA) includes NVMe and SCM if available

**ACRONYM DEFINITIONS**

- HDD = Hard Disk Drive
- SAN = Storage Area Network
- NAS = Network Attached Storage
- SCM = Storage Class Memory
- NVMe = Non-Volatile Memory Express