



| SKU | Description | List Price | Unit | DIR Discount |
|-------------------------|---|-------------|--------------------------------------|--------------|
| QS-GCP-SL | Qumulo GCP cloud software subscription license | \$0.03 | per GB per month for a 12 month term | 5% |
| QF2-AWS-SL-L2 | QF2 AWS cloud software subscription for L2-class License | \$0.03 | per GB per month for a 12 month term | 5% |
| QF2-L1 | QF2 software subscription for L1-class License | \$0.05 | per GB per month for a 12 month term | 5% |
| QF2-L2 | QF2 software subscription for L2-class License | \$0.01 | per GB per month for a 12 month term | 5% |
| QF2-L3 | QF2 software subscription for L3-class License | \$0.01 | per GB per month for a 12 month term | 5% |
| C-168T | Qumulo Appliance: C-168T (1U with 12x14TB HDD and 4x960GB SSD) | \$10,650.00 | per node | 5% |
| C-168T-HE | Qumulo Appliance: C-168T (1U with 12x14TB HDD and 4x960GB high endurance) | \$12,012.50 | per node | 5% |
| C-72T | Qumulo Appliance: C-72T (1U with 12x6TB HDD and 4x480GB SSD) | \$7,525.00 | per node | 5% |
| C-72T-HE | Qumulo Appliance: C-72T (1U with 12x6TB HDD and 4x480GB high endurance) | \$8,512.50 | per node | 5% |
| K-144T | Qumulo Appliance: K-144T (1U with 12x12TB HDD and 3x800GB SSD) | \$9,737.50 | per node | 5% |
| K-144T-HE | Qumulo Appliance: K-144T (1U with 12x12TB HDD and 3x800GB high endurance) | \$11,025.00 | per node | 5% |
| K-168T | Qumulo Appliance: K-168T (1U with 12x14TB HDD and 3x960GB SSD) | \$10,125.00 | per node | 5% |
| K-168T-HE | Qumulo Appliance: K-168T (1U with 12x14TB HDD and 3x960GB high endurance) | \$11,462.50 | per node | 5% |
| P-184T | Qumulo Appliance: P-184T (2U with 24x7.68TB SSD) | \$47,650.00 | per node | 5% |
| P-23T | Qumulo Appliance: P-23T (2U with 12x1.92TB SSD) | \$17,000.00 | per node | 5% |
| P-368T | Qumulo Appliance: P-368T (2U with 24x15.3TB SSD) | \$96,037.50 | per node | 5% |
| P-92T | Qumulo Appliance: P-92T (2U with 24x3.84TB SSD) | \$30,587.50 | per node | 5% |
| QC104 | Qumulo Appliance: QC104 (4U with 26x4TB HDD and 13x480GB SSD) | \$16,337.50 | per node | 5% |
| QC104-HE | Qumulo Appliance: QC104 (4U with 26x4TB HDD and 13x480GB high endurance) | \$18,437.50 | per node | 5% |
| QC208 | Qumulo Appliance: QC208 (4U with 26x8TB HDD and 13x480GB SSD) | \$19,025.00 | per node | 5% |
| QC208-HE | Qumulo Appliance: QC208 (4U with 26x8TB HDD and 13x480GB high endurance) | \$21,687.50 | per node | 5% |
| QC260 | Qumulo Appliance: QC260 (4U with 26x10TB HDD and 13x480GB SSD) | \$19,800.00 | per node | 5% |
| QC260-HE | Qumulo Appliance: QC260 (4U with 26x10TB HDD and 13x480GB high endurance) | \$22,412.50 | per node | 5% |
| QC360 | Qumulo Appliance: QC360 (4U with 36x10TB HDD and 4x1.6TB SSD) | \$25,012.50 | per node | 5% |
| Drive-Retention-Support | (Requires hardware-support) Addendum to hardware support that allows end-user | \$0.03 | percent of total hardware cost | 5% |
| HARDWARE-SUPPORT-STND | Next day support & maintenance for hardware | \$0.08 | percent of total hardware cost | 5% |
| HARDWARE-SUPPORT-PREM | Premium Hardware Support | \$0.12 | percent of total hardware cost | 5% |
| ADA-40-10 | Network Accessory: 40GbE QSFP to 10GbE SFP adaptor | \$75.93 | per transceiver | 5% |
| OPT-100G | Network Accessory: 100GbE QSFP28 optical transceiver | \$381.49 | per transceiver | 5% |
| OPT-10G | Network Accessory: 10GbE SFP optical transceiver | \$55.55 | per transceiver | 5% |
| OPT-25G | Network accessory: 25GbE SFP28 optical transceiver | \$366.66 | per transceiver | 5% |
| OPT-40G | Network Accessory: 40GbE QSFP optical transceiver | \$118.51 | per transceiver | 5% |
| Install-1-day | Installation services | \$3,144.75 | per day | 15% |
| PS-Consulting-1-day | QF2 consulting - one 8 hour day | \$3,144.75 | per day | 15% |
| PS-Daily-per-diem | Additional daily travel per diem for onsite professional services trips longer than 3 | \$350.00 | per day | 15% |
| PS-Training-1-day | QF2 training - one 8 hour day | \$3,144.75 | per day | 15% |
| PS-Travel-1-day-onsite | Travel for 1 day onsite professional services | \$999.00 | per day | 15% |
| PS-Travel-2-days-onsite | Travel for 2 days onsite professional services | \$1,349.00 | per two days | 15% |
| PS-Travel-3-days-onsite | Travel for 3 days onsite professional services | \$1,699.00 | per three days | 15% |
| System-Health-Check | System Health Check | \$4,716.60 | per health check | 15% |
| Shipping-1U | Shipping for 1U appliance | \$250.00 | per node | 5% |
| Shipping-1U-Expedited | Expedited Shipping for 1U appliance | \$500.00 | per node | 5% |
| Shipping-2U | Shipping for 2U appliance | \$250.00 | per node | 5% |
| Shipping-2U-Expedited | Expedited Shipping for 2U appliance | \$500.00 | per node | 5% |
| Shipping-4U | Shipping for 1x4U appliance | \$400.00 | per node | 5% |
| Shipping-4U-Expedited | Expedited Shipping for 1x4U appliance | \$800.00 | per node | 5% |
| DLC-1U-G3 | Spare Chassis: 1U diskless chassis for 1U C-Series and K-Series | \$7,140.74 | per chassis | 5% |
| DLC-2U | Spare Chassis: 2U diskless chassis for 2U P-Series | \$19,887.04 | per chassis | 5% |
| DLC-4U | Spare Chassis: 4U diskless chassis for QC104 / QC208 / QC260 | \$11,272.23 | per chassis | 5% |
| HDD10000-4U | Spare Drive: 10TB HDD for QC260 / QC360 | \$753.70 | per drive | 5% |
| HDD12000-1U-G3 | Spare Drive: 12TB HDD for K-144T | \$759.26 | per drive | 5% |
| HDD14000-1U-G3 | Spare Drive: 14TB HDD for C-168T and K-168T | \$1,074.08 | per drive | 5% |
| HDD4000-4U | Spare Drive: 4TB HDD for QC104 | \$368.51 | per drive | 5% |
| HDD6000-1U-G3 | Spare Drive: 6TB HDD for C-72T | \$425.93 | per drive | 5% |
| HDD8000-4U | Spare Drive: 8TB HDD for QC208 | \$681.49 | per drive | 5% |
| NVME1536-2U | Spare Drive: 15.3TB NVMe SSD for P-368T | \$5,833.34 | per drive | 5% |
| NVME192-2U | Spare Drive: 1.92TB NVMe SSD for P-23T | \$1,037.04 | per drive | 5% |
| NVME384-2U | Spare Drive: 3.84TB NVMe SSD for P-92T | \$1,759.26 | per drive | 5% |
| NVME768-2U | Spare Drive: 7.68TB NVMe SSD for P-184T | \$3,018.51 | per drive | 5% |
| SSD1600-4U | Spare Drive: 1.6TB SSD for QC360 | \$1,446.30 | per drive | 5% |
| SSD480-1U-G3 | Spare Drive: 480GB SSD for C-72T | \$648.15 | per drive | 5% |
| SSD480-1U-G3-HE | Spare Drive: 480GB high endurance SSD for C-72T HE | \$777.78 | per drive | 5% |
| SSD480-4U | Spare Drive: 480GB SSD for QC104 / QC208 / QC260 | \$377.78 | per drive | 5% |
| SSD480-4U-HE | Spare Drive: 480GB high endurance SSD for QC104 / QC208 / QC260 HE | \$733.34 | per drive | 5% |
| SSD800-1U | Spare Drive: 800GB SSD for K-144T | \$844.45 | per drive | 5% |
| SSD800-1U-G3-HE | Spare Drive: 800GB high endurance SSD for K-144T HE | \$1,592.59 | per drive | 5% |
| SSD960-1U-G3 | Spare Drive: 960GB SSD for C-168T | \$907.41 | per drive | 5% |
| SSD960-1U-G3-HE | Spare Drive: 960GB high endurance SSD for C-168T HE and K-168T HE | \$1,148.15 | per drive | 5% |
| SSD960-1U-G3-K | Spare Drive: 960GB SDD for K-168T | \$944.45 | per drive | 5% |
| PSU-1U-G3 | Spare Power Supply: For C-72T / C-168T and K-144T / K-168T | \$514.81 | per power supply | 5% |
| PSU-2U | Spare Power Supply: For P-23T / P-92T / P-184T | \$553.70 | per power supply | 5% |
| PSU-4U | Spare Power Supply: For QC104 / QC208 / QC260 / QC360 | \$416.66 | per power supply | 5% |