

PURE STORAGE

Contractor: HSB Solutions, Inc.
Certified Small Business & DVBE

Converged

	Segment ID	Percentage off MSRP
Hardware	Q1-10	43%
Software	Q1-11	5%
Accessories	Q1-12	5%
Installation Services	Q1-13	35%
Professional Services	Q1-14	35%
Warranty/Support	Q1-15	5%

Storage

All Flash Array (AFA)*				
	Block		File	
	Segment ID	Percentage off MSRP	Segment ID	Percentage off MSRP
Hardware	Q1-20	43%	Q1-30	43%
Software	Q1-21	5%	Q1-31	5%
Accessories	Q1-22	5%	Q1-32	5%
Installation Services	Q1-23	35%	Q1-33	35%
Professional Services	Q1-24	35%	Q1-34	35%
Warranty/Support	Q1-25	5%	Q1-35	5%

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