

| SERVICES | | | | |
|----------|----------|-----------------------------|-------------------------------|----------------------------------|
| BRAND | CATEGORY | SERVICE CATEGORY | SERVICE DESCRIPTION | DIR Customer Discount % off MSRP |
| AFS | SERVICES | CAD Services | CAD Integration Services | 5.00% |
| AFS | SERVICES | Classroom Training | Classroom Training | 10.00% |
| AFS | SERVICES | Implementation | Implementation | 5.00% |
| AFS | SERVICES | Maintenance | Maintenance/Technical Support | 5.00% |
| AFS | SERVICES | Project Management Services | Project Management | 8.00% |
| AFS | SERVICES | Revit Services | Revit Integration Services | 5.00% |
| AFS | SERVICES | Support Services | On Going Support | 3.00% |

| PRODUCTS | | | | |
|---------------------------|------------------------------|-----------------------------|--|----------------------------------|
| BRAND | CATEGORY | SUBCATEGORY | PRODUCT DESCRIPTION | DIR Customer Discount % off MSRP |
| AFS | IWMS | AFS SaaS | AFS SaaS Products | 10.00% |
| AFS | Space Planning & Management | Module | HE Essentials for ARCHIBUS | 19.00% |
| AFS | Space Planning & Management | Renewal | (Annual Subscription) HE Essentials for ARCHIBUS | 8.00% |
| ARCHIBUS | IWMS | Module | MODULES: Asset Management,Environmental & Risk Management,Facility Management, Fleet Management,IWMS Plug-Ins, Move Management,Personnel Management, Project Management, Real Estate Management,Space Planning & Management | 20.00% |
| ARCHIBUS | IWMS | Renewal | SUBSCRIPTION Renewal: Asset Management,Environmental & Risk Management,Facility Management, Fleet Management,IWMS Plug-Ins, Move Management,Personnel Management, Project Management, Real Estate Management,Space Planning & Management | 5.00% |
| ARCHIBUS | IWMS Mobile | Module | MODULES: IWMS and IWMS Mobile | 20.00% |
| ARCHIBUS | IWMS Mobile | Renewal | SUBSCRIPTION Renewal: IWMS and IWMS Mobile | 5.00% |
| ARCHIBUS | User License & Access Points | License | LICENSES: User License & Access Points for all Portal Application Control Points (PACPs), EALs - simultaneous access points all quantity bundles. | 15.00% |
| ARCHIBUS | User License & Access Points | Renewal | Renewal: User License & Access Points for all Portal Application Control Points (PACPs), EALs - simultaneous access points all quantity bundles. | 5.00% |
| ARCHIBUS | IWMS | Renewal | ANNUAL REGISTRATION: for end-users who procure a 3rd party host for end-user owned ARCHIBUS software | 15.00% |
| Graphical Workflow Engine | IWMS | Module | MODULES: Graphical Workflow Engine (GWE) | 19.00% |
| Graphical Workflow Engine | IWMS | Renewal | SUBSCRIPTION Renewal: Graphical Workflow Engine | 5.00% |
| ISM Services | Key Management | Module | MODULES: Key Management and Showrack | 19.00% |
| ISM Services | Key Management | Renewal | SUBSCRIPTION Renewal: Key Management and Showrack | 5.00% |
| ISM Services | IWMS | Module | ISM Products | 19.00% |
| ISM Services | IWMS | Renewal | ISM Products (Annual Subscription) | 5.00% |
| FieldFLEX | IWMS Mobile | Module | MODULES: IWMS Mobile, User License all packages | 35.00% |
| FieldFLEX | IWMS Mobile | Renewal | SUBSCRIPTION Renewal: IWMS Mobile, User License all packages | 15.00% |
| FM Works | IWMS Mobile | Module + Renewal + Licenses | MODULES LICENSES RENEWAL: FM Works Mobile | 25.00% |
| MicroView | IWMS Mobile | Module + Renewal + Licenses | MODULES LICENSES RENEWAL: MicroView | 25.00% |
| Dexaga | IWMS | Module | MODULES: All Dexaga Products | 19.00% |
| Dexaga | IWMS | Renewal | SUBSCRIPTION Renewal: All Dexaga Products | 5.00% |

| Volume Discounts | | | | |
|------------------|-----------------------------|-------------|-----------------------------|---|
| Quantity | CATEGORY | SUBCATEGORY | Product Category | Additional DIR Customer Discount % off MSRP |
| 1-1M SQ FT | Space Planning & Management | Module | CAD Services | 5.00% |
| > 1M SQ FT | Space Planning & Management | Module | CAD Services | 5.00% |
| 1-9 1/2 Days | Space Planning & Management | Module | Classroom Training | 10.00% |
| >9 1/2 days | Space Planning & Management | Module | Classroom Training | 11.50% |
| 1-199 Hours | Space Planning & Management | Module | Revit Services | 5.00% |
| > 199 Hours | Space Planning & Management | Module | Revit Services | 6.50% |
| 1-800 Hours | Space Planning & Management | Module | Implementation | 5.00% |
| > 800 Hours | Space Planning & Management | Module | Implementation | 7.00% |
| 1-150 Hours | Space Planning & Management | Module | Project Management Services | 8.00% |
| > 150 Hours | Space Planning & Management | Module | Project Management Services | 10.00% |
| 1-150 Hours | Space Planning & Management | Module | Support Services | 3.00% |
| 151-599 Hours | Space Planning & Management | Module | Support Services | 5.00% |
| 660-1199 Hours | Space Planning & Management | Module | Support Services | 8.00% |
| > 1200 Hours | Space Planning & Management | Module | Support Services | 10.00% |