

World Wide Technology Value-Add Product Pricing	
Manufacturer	Pricing
Cisco	Discount off List
Hardware and Software (on premise)	35%
Cloud Services	10%
Service Packages (i.e., Maintenance, etc.)	10%
Training	0%
Non-SOW Cisco Services (i.e. Advanced, etc.)	0%
Palo Alto Networks	Discount off List
Hardware	20%
Subscriptions	15%
Support	10%
RedLock, Twistlock & Demisto	5%
Labor / Professional Services	0%
Pure Storage	Discount off List
Hardware	41%
Services/Subscriptions	13%
Netapp	Discount off List
Hardware	16.50%
Services/Subscriptions	16.50%
All other Additional OEM's	Discount off List
All other OEM's available from WWT	2%

World Wide Technology AI Professional Services Pricing				
Services Rate Card	Year 1	Year 2	Year 3	Year 4
Role	Rate	Rate	Rate	Rate
AI Chief Architect	\$462.00	\$476.00	\$491.00	\$506.00
AI Enterprise Architect	\$402.00	\$415.00	\$427.00	\$441.00
AI Principal Consultant	\$477.00	\$492.00	\$507.00	\$523.00
AI Lead Consultant	\$377.00	\$388.00	\$400.00	\$413.00
AI Senior Consultant	\$414.00	\$426.00	\$440.00	\$453.00
AI Consultant	\$312.00	\$322.00	\$332.00	\$342.00
AI Engagement Manager	\$400.00	\$412.00	\$425.00	\$438.00
AI Data Scientist	\$280.00	\$289.00	\$298.00	\$307.00
AI Analyst	\$205.00	\$212.00	\$218.00	\$225.00
AI Program Manager	\$460.00	\$474.00	\$489.00	\$504.00
AI Creative Director	\$309.00	\$319.00	\$329.00	\$339.00
AI Senior Creative Consultant	\$221.00	\$227.00	\$234.00	\$242.00
AI Software Executive	\$498.00	\$514.00	\$529.00	\$546.00
AI Software Engineer	\$304.00	\$314.00	\$323.00	\$333.00
AI Infrastructure Architect	\$433.00	\$446.00	\$460.00	\$474.00
AI Infrastructure Engineer	\$373.00	\$384.00	\$396.00	\$408.00
AI Infrastructure Project Manager	\$323.00	\$333.00	\$343.00	\$354.00
AI Infrastructure Project Coordinator	\$154.00	\$159.00	\$164.00	\$169.00
AI Cloud Solution Architect	\$421.00	\$434.00	\$447.00	\$461.00
AI Cloud Platform Architect	\$399.00	\$411.00	\$424.00	\$437.00
AI Cloud Sr Engineer	\$347.00	\$358.00	\$369.00	\$380.00
AI Cloud Engineer	\$304.00	\$313.00	\$323.00	\$333.00
AI Infrastructure Layer 1 Foreman	\$217.00	\$224.00	\$230.00	\$238.00
AI Infrastructure Layer 1 Technician	\$179.00	\$184.00	\$190.00	\$196.00

The provided rates are not to exceed (NTE).

Each project's rates will be determined based on the scope of work

Year 5 - 8 pricing will be provided upon exercised contract option years.