



Customer Name: DURHAM COUNTY

Quote No: 22881041

Quote Name: VARONIS 3YR
SUBSCRIPTION

Quotation Date: 11/02/2022

Sales Support Contact: Kelly Manning

Sales Support Phone: 910-332-3203

Sales Support Email: kmanning@eplus.com

Account Executive: Robbie Caldwell

Account Executive Phone: 704-969-1638

Account Executive Email: Robbie.Caldwell@eplus.com

Customer PO No:

Order No:

Expiration Date: 12/29/2022

External Notes:

Quoted per UVA-AGR-IT-00178-ePlus Contract.

Notwithstanding anything to the contrary, the following terms shall apply to any order placed in connection with this quote and shall supersede any conflicting terms whatsoever:

The term of this quote and any order placed in connection herewith is 36 months ("Term"), beginning on the date that Customer first accepts this quote ("Start Date"). The total fee due hereunder shall be split into three (3) installments, which shall be due and payable according to the following schedule:

Payment 1: \$65,594.38 due net 30 days from the Start Date

Payment 2: \$59,920.75 due on the first anniversary of the Start Date

Payment 3: \$59,920.75 due on the second anniversary of the Start Date

Upon the Start Date, Customer authorizes ePlus to place a non-cancellable order for the products described herein on its behalf. Therefore, notwithstanding anything to the contrary and except as set forth directly below, any order placed in connection herewith is non-cancellable for the entire Term and Customer agrees to make all payments herein absolutely and unconditionally, and without any abatement, reduction, defense, set-off, counterclaim, or recoupment whatsoever.

Customer may terminate its order and payment obligations with respect to future fiscal years in the event that it lacks funding from appropriated and other lawful sources to continue the order, provided that: (i) Customer shall use its best efforts to obtain funding from appropriated and other lawful sources to continue the order for the full Term and make all Payments and (ii) Customer shall notify ePlus no later than each anniversary of the Start Date during the term of any such termination. If Customer provides notice of termination for non-appropriation as set forth herein, the order shall terminate as of the last day of the then-current year, and Customer shall de-install and remove all copies of the software from its systems by the termination date. Customer's failure to timely notify ePlus and de-install and remove all copies of software shall be a material breach of these terms.

Any use of Varonis' DatAdvantage/DataPrivilege software is subject to acceptance of the End User License Agreement applicable to Varonis' software. Any Varonis Professional Services included herein shall be deemed provided by Varonis Systems, Inc. within three (3) months of the Start Date unless Customer notifies Varonis otherwise within the three-month period.

Customer's signature below or issuance of a purchase order in connection with this quote shall be deemed acceptance of the foregoing terms.

Line No.	Part Number	MFG	Description/Line Notes	QTY	Unit Price	Ext. Price
Year 1 Software and Licenses						
001	DADS-501-750OS	VARONIS	DATADVANTAGE FOR DIRECTORY SERVICES ON-PREM	600	24.10	14,460.00

			SUBSCRIPTION FOR 600 USERS			
002	DAWS-501-750OS	VARONIS	DATADVANTAGE FOR WINDOWS ON-PREM SUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
003	DLS-501-750OS	VARONIS	DATALERT SUITE ON-PREMSUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
004	DCF-501-750OS	VARONIS	DATA CLASSIFICATION FRAMEWORKFOR WINDOWS AND SHAREPOINT ONPREM SUBSCRIPTION FOR 600 USERS	600	17.35	10,410.00
005	CL-1-5OS	VARONIS	DATA CLASSIFICATION FRAMEWORKFOR WINDOWS AND SHAREPOINT ON-PREM SUBSCRIPTION FOR 600 USERS	1	2,518.75	2,518.75
006	GDPR-501-750OS	VARONIS	DATA CLASSIFICATION POLICY PACKON-PREM SUBSCRIPTION FOR 600 USERS	600	6.02	3,612.00

Year 1 Software and Licenses

Sub-Total (USD) 59,920.75

Year 1 Professional Services

007	PS-1D VARONIS	VARONIS	3 PROFESSIONAL SERVICES ENGAGEMENT (1 DAY)	3	1,891.21	5,673.63
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Year 1 Professional Services

Sub-Total (USD) 5,673.63

Year 2 Software/Licenses

008	DADS-501-750OS	VARONIS	DATADVANTAGE FOR DIRECTORY SERVICES ON-PREM SUBSCRIPTIONFOR 600 USERS	600	24.10	14,460.00
009	DAWS-501-750OS	VARONIS	DATADVANTAGE FOR WINDOWS ON-PREM SUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
010	DLS-501-750OS	VARONIS	DATALERT SUITE ON-PREMSUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
011	DCF-501-750OS	VARONIS	DATA CLASSIFICATION FRAMEWORKFOR WINDOWS AND SHAREPOINT ONPREM SUBSCRIPTION FOR 600 USERS	600	17.35	10,410.00
012	CL-1-5OS	VARONIS	DATA CLASSIFICATION FRAMEWORKFOR WINDOWS AND SHAREPOINT ON-PREM SUBSCRIPTION FOR 600 USERS	1	2,518.75	2,518.75
013	GDPR-501-750OS	VARONIS	DATA CLASSIFICATION POLICY PACK ON-PREM SUBSCRIPTION FOR 600USERS	600	6.02	3,612.00

Year 2 Software/Licenses

Sub-Total (USD) 59,920.75

Year 3 Software/Licenses

014	DADS-501-750OS	VARONIS	DATADVANTAGE FOR DIRECTORYSERVICES ON-PREM SUBSCRIPTIONFOR 600 USERS	600	24.10	14,460.00
015	DAWS-501-750OS	VARONIS	DATADVANTAGE FOR WINDOWS ON-PREM SUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
016	DLS-501-750OS	VARONIS	DATALERT SUITE ON-PREMSUBSCRIPTION FOR 600 USERS	600	24.10	14,460.00
017	DCF-501-750OS	VARONIS	DATA CLASSIFICATION FRAMEWORK FOR WINDOWS AND SHAREPOINT ONPREM SUBSCRIPTION FOR 600 USERS	600	17.35	10,410.00
018	CL-1-5OS	VARONIS	DATA CLASSIFICATION FRAMEWORKFOR WINDOWS AND SHAREPOINT ON-PREM SUBSCRIPTION FOR 600 USERS	1	2,518.75	2,518.75
019	GDPR-501-750OS	VARONIS	DATA CLASSIFICATION POLICY PACKON-PREM SUBSCRIPTION FOR 600 USERS	600	6.02	3,612.00

Year 3 Software/Licenses

Sub-Total (USD) 59,920.75

Totals

185,435.88

Sub Total (USD): 185,435.88

Est. Tax (USD): TBD if Applicable

	Shp&Hnd (USD):	TBD
	Total (USD):	185,435.88

All orders are governed by your organization's signed agreement with ePlus or applicable public sector contract; if there is no such agreement the Customer Terms and Conditions for Products and/or Services located at www.ePlus.com govern. No additional or contrary terms in a purchase order shall apply, and ePlus' performance shall not be deemed acceptance of any preprinted PO terms. Use of software, subscription services or other products resold by ePlus is subject to manufacturer/publisher end user agreements or subscription terms. Any periodic payment obligations for specific offerings, along with customer-incurred overages, consumption fees, add-ons, quantity adjustments and automatic renewals are non-cancelable for any reason except by public sector customers required by law to terminate due to non-appropriation of funds.

PLEASE NOTE: Recent supply chain disruption and tariffs on certain imports are causing price increases for many IT products, with little or no notice, and beyond ePlus' control. As a result, this quote is subject to change without notice, even before the expiration date reflected above. Related manufacturer policy changes may result in orders being non-cancelable and products non-returnable except in accordance with the manufacturer warranty. Please confirm pricing and other restrictions prior to order placement. Unless freight amount is indicated, or is zero, freight will be added to the invoice. Unless Bill-To company is exempt from Sales Tax, it will be added to the invoice. Recognizing that the global pandemic has disrupted operations for many organizations, ePlus will ship products for delivery in accordance with customer's written ship-to instructions and products will be deemed delivered notwithstanding any failure of customer personnel to sign for receipt due to facility closing or otherwise.

[ePlus offers flexible and easy leasing options for your IT equipment. Use leasing to increase your IT acquisition capability, overcome limited budgets, and manage the lifecycle of your assets. Contact an ePlus Leasing Coordinator at 1-703-984-8021 or \[leasing@eplus.com\]\(mailto:leasing@eplus.com\) to receive a lease quote today.](#)

Customer Acceptance	Bill To	Ship To
Signature: _____	DURHAM COUNTY	DURHAM COUNTY
Name: _____	510 SOUTH DILLARD ST	510 SOUTH DILLARD ST
Title: _____	DURHAM NC 27701	DURHAM NC 27701-3644
Date: _____	UNITED STATES ATTN:	UNITED STATES
Customer PO #: _____	VINCENT RITTER	