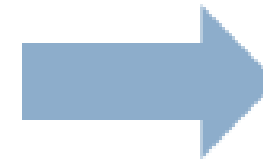


IDC Typical Deal Review - Sample

1) Client provides source material of deal (contracts, invoices, etc.)



2) IDC provides a detailed financial review of deal; confirming quoting, pricing, discounts looking out for discrepancies

IDC SmartAnalysis

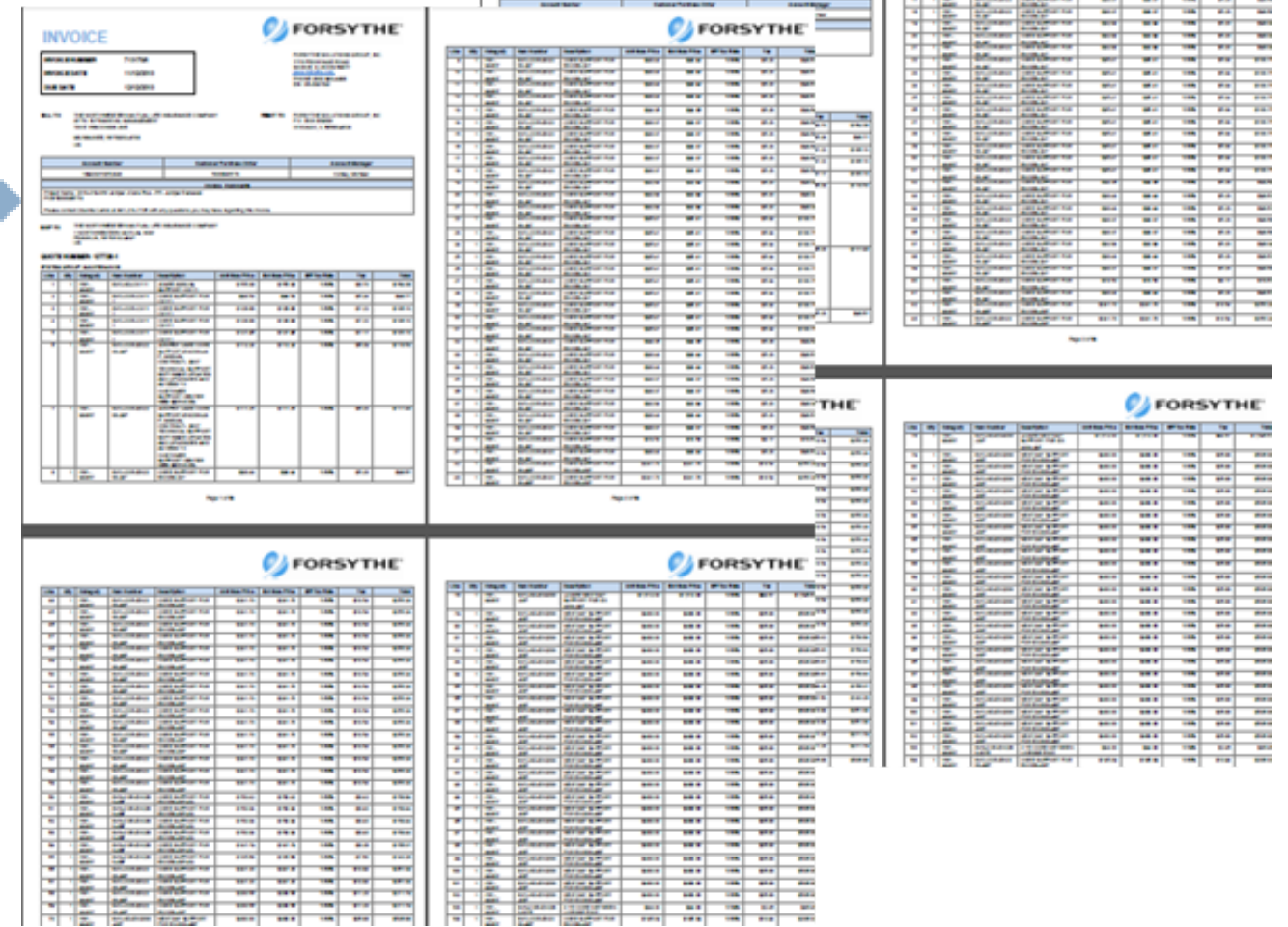
IDC Analysis
 IDC reviewed INVOICE 7131798, which was transcribed into columns A-J below, IDC added columns K-O, bringing in a conversion of the SKU to effective years covered "Yr QTY", effective List "Ext List", NW discount, the SKU List price and History. The first issue that IDC had to resolve was determining the effective years covered for each SKU, as the invoice does not state an overall term covered, and while many SKUs list term coverage (ANNUAL, 3 YR, 5 YR), NW's pricing does not log! IDC handled this issue by creating an effective list "Ext List" based on how we interpret the years covered "Yr QTY". This is our interpretation and thus should be confirmed with Forsythe.

HW-Maint Using our assumptions above, we determined in ROW 1042 that NW received an overall 13% discount off list for HW-Maint. While this level of discount is in-line, at least with the low-end of your peers, the wide fluctuation in leads us to believe that reseller either provides a wide range of discounts, or our effective terms need to be reviewed. Note we left the formulas intact to play with the numbers.

SW-Maint Likewise, software maintenance also yields an 18% overall discount (ROW 1092), but again this is open to interpretation. Rather than separating SW subscriptions from support only the format views all SKUs together, and term in some cases that even monthly terms are shown, for example to explain the difference in ROW 1067 from 1066, same SKU far different price - maybe a prorated 3Y price, but no mention of what is prorated. Your peers receive 35-45% off list on subscriptions. The early indication is that NW receives around 14% (ROWS 1060-1090), but we need more detail on the term of these subscriptions to isolate an accurate discount.

Line	Category	Item Number	Description	Unit Sale P	Ext Sale Pri	Yr QTY	Ext List	Discount	List Price	List Price Histon
1	HW - MAINT	SVC-AID-CXIII	JCARE ANNUAL SUPPORT CXIII	\$95.30	\$95.30	3	\$93	-2%	\$51.00	51:07/20/10;
2	HW - MAINT	SVC-COR-CXIII	CORE SUPPORT FOR CXIII	\$93.53	\$93.53	3	\$92	26%	\$42.00	42:07/20/10;
3	HW - MAINT	SVC-COR-CXIII	CORE SUPPORT FOR CXIII	\$129.88	\$129.88	3	\$92	-2%	\$42.00	42:07/20/10;
4	HW - MAINT	SVC-COR-CXIII	CORE SUPPORT FOR CXIII	\$129.88	\$129.88	3	\$92	-2%	\$42.00	42:07/20/10;
5	HW - MAINT	SVC-COR-CXIII	CORE SUPPORT FOR CXIII	\$127.96	\$127.96	3	\$92	-2%	\$42.00	42:07/20/10;
6	HW - MAINT	SVC-COR-EX2200-24P	JUMPER CARE CORE SUPPORT-EX2200-24 P, ANNUAL CONTRACT- 24X7 TECHN	\$112.24	\$112.24	3	\$105	17%	\$45.00	45:07/20/10;
7	HW - MAINT	SVC-COR-EX2200-24P	JUMPER CARE CORE SUPPORT-EX2200-24 P, ANNUAL CONTRACT- 24X7 TECHN	\$112.25	\$112.25	3	\$105	18%	\$45.00	45:07/20/10;
8	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.44	\$93.44	3	\$90	-4%	\$30.00	30:07/20/10;
9	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.44	\$93.44	3	\$90	-4%	\$30.00	30:07/20/10;
10	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.44	\$93.44	3	\$90	-4%	\$30.00	30:07/20/10;
11	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.44	\$93.44	3	\$90	-4%	\$30.00	30:07/20/10;
12	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.44	\$93.44	3	\$90	-4%	\$30.00	30:07/20/10;
13	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$94.36	\$94.36	3	\$90	-5%	\$30.00	30:07/20/10;
14	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.37	\$93.37	3	\$90	-4%	\$30.00	30:07/20/10;
15	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.37	\$93.37	3	\$90	-4%	\$30.00	30:07/20/10;
16	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.37	\$93.37	3	\$90	-4%	\$30.00	30:07/20/10;
17	HW - MAINT	SVC-COR-EX2200-24T	CORE SUPPORT FOR EX2200-24T	\$93.37	\$93.37	3	\$90	-4%	\$30.00	30:07/20/10;

3) IDC provides specific guidance on pricing versus peer group, recommended deal improvements



Juniper Analysis

- We reviewed a hardware and software support contract
- Forsythe's invoice did not specify an overall service term, however some SKUs appeared to quote out three years and others five years
- IDC estimated an effective years covered and list price for each SKU and determined your discounts off list
- **HW-Maint** – NW received an overall 13% discount off list, in line with the low-end range of your peer class.
- **SW-Maint** – NW received an overall 18% discount, also in the low-end range of your peer class

IDC Guidance – Have Forsythe declare the term coverage for each line item which may explain wide variation in discounts.

