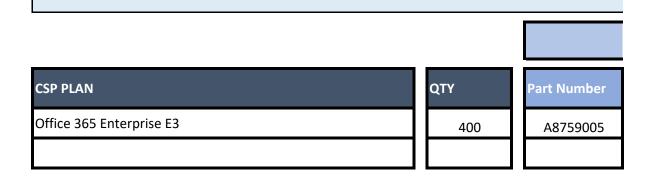
The Dell diffe

Dell O365 CSP (Clor

Dell O365 CSP (Cloud Solution Provider) Overview:

Our offering is Microsoft O365 Cloud Solution Provider (CSP) (same as the O365 Microsoft direct po **guidance, email migration assistance (for applicable plans), as well as ongoing Dell support.** Cu call in for support as needed). This option is also billed monthly, which allows you to easily increase offering if preferred, however, the annual billing does not allow the flexibility to decrease plan QTY.





ud Solution Provider)

rtal or through volume licensing), but **bundled** with **onboarding, activation, administrative** stomers have 24x7 access to engineers for support (both the admin and end user would be able to ?, decrease, or change the selected plan at any time. We also do allow an annual/upfront billing

| Month to Month | | | Annual Commitment | | | |
|---------------------------|-------|--------------|-------------------|----------------------------|--------------------|-----------|
| Price per user Monthly | Exter | nded Monthly | Part Number | Price per User Annually | Extended Annual | |
| \$20.00 | \$ | 8,000.00 | A9654218 | \$237.15 | \$ | 94,860.00 |
| | \$ | - | | | \$ | - |
| Monthly Payment | \$ | 8,000.00 | | Annual/Upfront | \$ | 94,860.00 |
| Expected Annual | \$ | 96,000.00 | | | | |

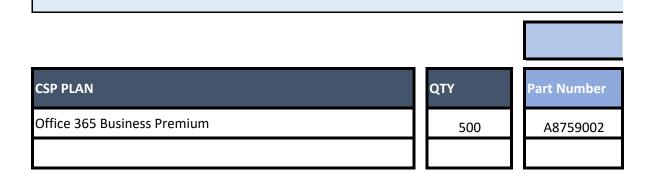
*pricing does not include any applicable tax

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| Month to Month | | | Annual Commitment | | | |
|---------------------------|-------|--------------|-------------------|----------------------------|--------------------|-----------|
| Price per user Monthly | Exter | nded Monthly | Part Number | Price per User Annually | Extended Annual | |
| \$13.02 | \$ | 6,510.00 | A9524749 | \$151.59 | \$ | 75,795.00 |
| | \$ | - | | | \$ | - |
| Monthly Payment | \$ | 6,510.00 | | Annual/Upfront | \$ | 75,795.00 |
| Expected Annual | \$ | 78,120.00 | | | | |

*pricing does not include any applicable tax