



## Legacy Snow Product Specific Terms

| Snow Platform for Technology Intelligence                                   |   |
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| Product or Solution   | License Metric  |
| <b>Data Intelligence Service</b>  | <p>Per Device.</p> <p>“<b>Device</b>” means any device reporting to Snow Spend Optimizer - SAM which utilizes an operating system designed for datacenter or end user activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.</p> <p>Device count is calculated as the sum of A) Devices as defined above and B) the high-water mark count of concurrent containers with recognized applications per month ("<b>Recognized Containers</b>"). 10 Recognized Containers will count as 1 Device for purposes of this computation.</p> |
| <b>Spend Optimizer – SAM on Snow Atlas</b>                                  | Per Device  |
| <b>Spend Optimizer – SaaS on Snow Atlas</b>                                 | Per Device  |
| <b>Spend Optimizer – SAM</b>  | Per Device  |
| <b>Snow Cloud Cost</b>  | <p>Per Annual Cloud Spend.</p> <p>The “<b>Annual Cloud Spend</b>” shall be calculated based on the Net Amortized Cost (as defined below) excluding any taxes. “Net Amortized Costs” represent Customer’s account usage costs, treating any up-front fees as distributed evenly across the reservation period, and after deducting any AWS EDP (Enterprise Discount Program), SPP (Solution Provider Program) and private pricing discounts. For clarification (a) purchases by Customer’s account through the AWS Market Place will not be considered part of the Annual Cloud Spend; (b) payments made by ‘cloud provider credit’ will be considered cloud spend (and not discount) and as such, part of the Annual Cloud Spend.</p>   |
| <b>Adoption Tracker – EUC Spend Optimizer – EUC Adoption Tracker – SaaS</b> | <p>Per End User Device.</p> <p>“<b>End User Device</b>” means any device reporting to Snow’s technology which utilizes an operating system designed for an end user. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.</p>   |



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| <b>Spend Optimizer – Datacenter on Snow Atlas</b>   | <p>Per Datacenter Device.</p> <p>“<b>Datacenter Device</b>” means any device reporting to Snow’s technology which utilizes an operating system designed for datacenter activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as","linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or"amazon linux“. Examples of Datacenter Devices include servers, virtual servers, and cloud instances. Device count is calculated as the sum of A)</p> <p>Devices as defined above and B) the high-water mark count of concurrent containers with recognized applications per month ("Recognized Containers"). 10 Recognized Containers will count as 1 Device for purposes of this computation.</p> |
| <b>Adoption Tracker – Datacenter Spend Optimizer – Datacenter</b>   | <p>Per Datacenter Device.</p> <p>“<b>Datacenter Device</b>” means any device reporting to Snow’s technology which utilizes an operating system designed for datacenter activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as","linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or"amazon linux“. Examples of Datacenter Devices include servers, virtual servers, and cloud instances.</p>   |
| <b>Snow Base Technology Package</b> <ul style="list-style-type: none"><li>• Snow License Manager</li><li>• Snow Inventory</li><li>• Snow Integration Connector</li><li>• Virtual Management Option</li></ul> <b>Software Recognition Service</b><br><b>Snow for ITSM Snow</b><br><b>Automation Platform</b> | <p>Per End User Device and Datacenter Device.</p>  |
| <b>Oracle® Management Option</b>  | <p>Per Oracle Database Instance.</p> <p>“<b>Oracle Database Instance</b>” means a set of memory structures that manage database files. The Oracle Database Instance manages its associated data and serves the users of the Oracle database. An Oracle Database Instance is associated with one Oracle database. One Oracle database can have multiple Oracle Database Instances.</p> <p>Duplicate database instances are considered separate database instances. Database instances hosted on backup server are also considered separate database instances.</p>  |
| <b>Snow Device Manager</b>  | <p>Per End User Device and Datacenter Device.</p>  |



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| <b>Snow License Manager for Mobile Devices</b>  | Per Mobile Device.<br>“ <b>Mobile Device</b> ” means a device running iOS, Android or Windows Mobile/Phone with a built in or externally connected screen size of less than 10 inches.  |
| <b>Snow for SaaS Snow for SaaS Advanced Optimization</b>  | Per Qualified User<br><br>“ <b>Qualified User</b> ” means a person (e.g., employee, consultant, contingent staff) who: (1) is a user of a SaaS Software or Service that is measured by Customer, and (2) Is a user that has been classified as a user that requires monitoring. |
| <b>Legacy SPE (Multi-Tenant) Products</b>   |   |
| <b>Snow Adoption Tracker – End User Computing: Service Provider Edition</b><br><br><b>Snow Adoption Tracker – Datacenter: Service Provider Edition</b><br><br><b>Snow Spend Optimizer – End User Computing: Service Provider Edition</b><br><br><b>Snow Spend Optimizer – Datacenter: Service Provider Edition</b>                  | Per End User Device and Datacenter Device.  |
| <b>Platform:</b> Snow License Manager<br><br><b>Platform:</b> Software Recognition Service<br><br><b>Platform:</b> Snow Device Manager  | A platform fee is assessed for every 100,000 End User Devices and Datacenter Devices.   |
| <b>Client:</b> Snow Base Technology Packages <ul style="list-style-type: none"> <li>• Snow License Manager (SLM)</li> <li>• Snow Inventory (SI)</li> <li>• Snow Integration Connector (SIC)</li> <li>• Virtual Management Option (VMO)</li> </ul> <b>Client:</b> Oracle Management Option<br><br><b>Client:</b> Snow Device Manager | Per End User Device and Datacenter Device.  |
| <b>Data Intelligence Service</b>  | Per Device  |