A — Vendor Name?

ENTER The price book

Which vendor?

Specific → **Not specific**

ERROR

B — License?

YES / NO

C — Recurring (1y, 2y etc.) or perpetual?

RECURRING / PERPETUAL

D — Support (maintaince, SVC, SVCi, PAR?) — NO

E — Professional?

F — Managed Services?

G — Hardware? — NO → ERROR

Vendor Specific? [Licenses] *

Vendor Specific? [Licenses] *

Vendor Specific? [Contracts] [Sometimes Licenses] *

Vendor Specific? [Time] *

Vendor Specific? [Time] *

Vendor Specific? [Equipment] *

YES, > 1 Specific product group

YES = 1 specific product group

No

YES

YES

YES

YES

YES / NO

| F5 Recurring Licenses | A10 | Vendor RECURRING LICENSES |

| F5 | A10 | Other Hardware |

| Bluecoat Support | Vendor Support |

| Infradata Professional Services | Vendor Professional Services |

| Infradata Managed Services | Vendor Managed Services |

| A10 | Other Hardware |

A — Keywords per step, based on determining costtypes

* — Keywords per vendor (yes/no question for each vendor)

QUESTION

COST TYPE IS CLEAR

MORE — Specific keywords for each Juniper group

SPECIAL CASE

PRODUCT GROUP IS CLEAR

COSTTYPE AND PRODUCT GROUP IS CLEAR

SPARES NEVER USED!

PRODUCT GROUP IS CLEAR, BUT NOT SPECIFIC

DO NOT INCLUDE THESE VENDORS WITH MULTIPLE PRODUCT GROUPS