| Software, Hardware, and Training Products and Services (Oracle Discount Categories) | Minimum Discount from Current Oracle List Price * |
| --- | --- |
| **Current Oracle Software Pricelists** | |
| Total List License and Support is less than $250K | 29.00% |
| Total List License and Support is greater than $250K | 34.00% |
| **Current Oracle Hardware & Systems Price Lists** | |
| Category U | 15.00% |
| Category V | 20.00% |
| Category W | 23.00% |
| Category X | 28.00% |
| *Average Minimum Hardware and Systems Discount* | *21.50%* |
| **Current Oracle Hardware & Systems Services Price Lists** | |
| Category Y | 0.00% |
| **Oracle Engineered Systems Hardware** | 0.00% |
| **Oracle Software Cloud Products, On Demand Products and Oracle Managed Cloud Services** | 0.00% |
| **Oracle University Training (List Cost)** | |
| $0 to $10,000 | 15.00% |
| $10,001 to $25,000 | 18.40% |
| $25,001 to $50,000 | 23.50% |
| $50,001 to $100,000 | 28.60% |
| $100,001 to $250,000 | 33.70% |
| $250,001 and up | 38.80% |
| **Current Oracle Utilities Price List** | 10.00% |