### Everything You Need to Manage Enterprise Mobility

1. Secure and manage every endpoint in your organization.

- **Smartphones and Tablets**
  - Android, Apple iOS, BlackBerry and Windows

- **Laptops**
  - Chrome OS, Mac OS X and Windows

- **Rugged Devices**
  - Android and Windows Mobile

2. Choose a management suite that fits your requirements.

<table>
<thead>
<tr>
<th></th>
<th>GREEN MANAGEMENT SUITE</th>
<th>ORANGE MANAGEMENT SUITE</th>
<th>BLUE MANAGEMENT SUITE</th>
<th>YELLOW MANAGEMENT SUITE</th>
<th>VMware Collaboration Bundle</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agent (Mobile Device Management*)</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Container</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Catalog</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Inbox**</td>
<td></td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>App Wrapping†</td>
<td></td>
<td></td>
<td>✔</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Browser</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Content Locker View</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Telecom</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Content Locker Collaborate‡</td>
<td></td>
<td>✔</td>
<td></td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>Video</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Socialcast</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Chat</td>
<td></td>
<td></td>
<td></td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

**Add-on to any Management Suite or Collaboration Bundle**

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*AirWatch Mobile Device Management includes native email management with PowerShell integration.
**AirWatch Inbox includes the AirWatch Secure Email Gateway (SEG).
†AirWatch App Wrapping includes AirWatch Tunnel (iOS only).
‡AirWatch Content Locker Collaborate includes AirWatch Content Locker View.

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AirWatch H1 2015 Pricing - INR  | Effective April 1, 2015 | Expires June 30, 2015

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3. Choose between device-based and user-based licensing models.

<table>
<thead>
<tr>
<th>Device-based Licensing</th>
<th>User-based Licensing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recommended for organizations in which employees use a single device or share devices</td>
<td>Recommended for organizations in which employees use multiple devices</td>
</tr>
<tr>
<td>• Available for both cloud and on-premise deployments</td>
<td>• Maximum 3 devices per user</td>
</tr>
<tr>
<td>• Supported devices include smartphones &amp; tablets, laptops and rugged devices</td>
<td>• Available for cloud deployments as a subscription-model only</td>
</tr>
<tr>
<td>• Supported devices include smartphones &amp; tablets, laptops and rugged devices</td>
<td>• Supported devices include smartphones &amp; tablets, laptops and rugged devices</td>
</tr>
</tbody>
</table>

4. Choose the cloud or on premise.

<table>
<thead>
<tr>
<th>Cloud</th>
<th>On Premise</th>
</tr>
</thead>
<tbody>
<tr>
<td>AirWatch Cloud delivers our solutions in minutes. No infrastructure or staffing investments are required.</td>
<td>Customize your deployment and have total control over your installation in your own environment.</td>
</tr>
</tbody>
</table>

5. Deploy your complete enterprise mobility solutions.

<table>
<thead>
<tr>
<th>Device-based Licensing</th>
<th>GREEN MANAGEMENT SUITE</th>
<th>ORANGE MANAGEMENT SUITE</th>
<th>BLUE MANAGEMENT SUITE</th>
<th>YELLOW MANAGEMENT SUITE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloud</td>
<td>₹3,060 Per Device Annually Choose 1 Device</td>
<td>₹3,600 Per Device Annually Choose 1 Device</td>
<td>₹4,500 Per Device Annually Choose 1 Device</td>
<td>₹6,600 Per Device Annually Choose 1 Device</td>
</tr>
<tr>
<td>Subscription License</td>
<td>Includes Standard Hosting</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>On Premise</td>
<td>₹2,995 Per Device ₹600 Annual Maintenance Choose 1 Device</td>
<td>₹4,195 Per Device ₹840 Annual Maintenance Choose 1 Device</td>
<td>₹5,395 Per Device ₹1,080 Annual Maintenance Choose 1 Device</td>
<td>₹7,795 Per Device ₹1,560 Annual Maintenance Choose 1 Device</td>
</tr>
<tr>
<td>Perpetual License</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Maintenance Fee Applies</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Hosted perpetual licenses are available. Contact your account executive or sales@air-watch.com for details.
### User-based Licensing

<table>
<thead>
<tr>
<th>Suite</th>
<th>Cloud Subscription License</th>
<th>On Premise Perpetual License</th>
</tr>
</thead>
<tbody>
<tr>
<td>GREEN MANAGEMENT SUITE</td>
<td>₹6,120 Per User Annually Up to 3 Devices</td>
<td>₹11,950 Per User ₹2,400 Annual Maintenance</td>
</tr>
<tr>
<td>ORANGE MANAGEMENT SUITE</td>
<td>₹7,200 Per User Annually Up to 3 Devices</td>
<td></td>
</tr>
<tr>
<td>BLUE MANAGEMENT SUITE</td>
<td>₹9,000 Per User Annually Up to 3 Devices</td>
<td></td>
</tr>
<tr>
<td>YELLOW MANAGEMENT SUITE</td>
<td>₹13,200 Per User Annually Up to 3 Devices</td>
<td></td>
</tr>
</tbody>
</table>

### VMWARE COLLABORATION BUNDLE

<table>
<thead>
<tr>
<th>Suite</th>
<th>Cloud Subscription License</th>
<th>On Premise Perpetual License</th>
</tr>
</thead>
<tbody>
<tr>
<td>GREEN MANAGEMENT SUITE</td>
<td>₹5,400 Per User Annually</td>
<td>₹1,200 Per Device ₹240 Annual Maintenance Choose 1 Device</td>
</tr>
<tr>
<td>ORANGE MANAGEMENT SUITE</td>
<td>₹1,800 Per Device Choose 1 Device</td>
<td>₹1,800 Per Device ₹360 Annual Maintenance Choose 1 Device</td>
</tr>
<tr>
<td>BLUE MANAGEMENT SUITE</td>
<td>₹1,440 Per Device Choose 1 Device</td>
<td></td>
</tr>
<tr>
<td>YELLOW MANAGEMENT SUITE</td>
<td>₹2,880 Per User Annually Up to 3 Devices</td>
<td>₹3,600 Per User Annually Up to 3 Devices</td>
</tr>
</tbody>
</table>

Hosted perpetual licenses are available. Contact your account executive or sales@air-watch.com for details.
6. Get up and running quickly with tailored deployment services.

<table>
<thead>
<tr>
<th>Deployment</th>
<th>GREEN DEPLOYMENT</th>
<th>ORANGE DEPLOYMENT</th>
<th>BLUE DEPLOYMENT</th>
<th>YELLOW DEPLOYMENT</th>
<th>COLLABORATION DEPLOYMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloud</td>
<td>₹89,950</td>
<td>₹149,500</td>
<td>₹299,500</td>
<td>₹389,500</td>
<td>₹449,500</td>
</tr>
<tr>
<td>On Premise</td>
<td>₹149,500</td>
<td>₹209,500</td>
<td>₹449,500</td>
<td>₹539,500</td>
<td>₹539,500</td>
</tr>
</tbody>
</table>

Reference SOW documents for detailed descriptions of service offerings. Additional service offerings are available. Contact your account executive or sales@air-watch.com for details.

7. Get the level of support needed to ensure your team is successful.

<table>
<thead>
<tr>
<th>Support Channels</th>
<th>Basic Support</th>
<th>Enhanced Support</th>
<th>Enterprise Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>Knowledgebase</td>
<td>Full Access</td>
<td>Full Access</td>
<td>Full Access</td>
</tr>
<tr>
<td>Forums</td>
<td>Full Access</td>
<td>Full Access</td>
<td>Full Access</td>
</tr>
<tr>
<td>Documentation</td>
<td>Full Access</td>
<td>Full Access</td>
<td>Full Access</td>
</tr>
<tr>
<td>Support Channels</td>
<td>Web &amp; Phone</td>
<td>Web &amp; Phone</td>
<td>Web &amp; Phone</td>
</tr>
<tr>
<td>Support Requests via Web</td>
<td>Unlimited</td>
<td>Unlimited</td>
<td>Unlimited</td>
</tr>
<tr>
<td>Support Requests via Phone</td>
<td>10 calls per year</td>
<td>Unlimited</td>
<td>Unlimited</td>
</tr>
<tr>
<td>24x7 Response Time for Severity 1*</td>
<td>1 hour**</td>
<td>30 minutes</td>
<td>30 minutes</td>
</tr>
<tr>
<td>Weekend Response Time for Severity 2</td>
<td>2 hours</td>
<td>2 hours</td>
<td>2 hours</td>
</tr>
</tbody>
</table>

Reactive Support

| Priority Queue | Yes | Yes | Yes |
| Dedicated Support Line | Yes | Yes | Yes |
| Number of Support Administrators | 3 | 5 | 7 |
| Root Cause Analysis for Severity 1 | Yes | Yes | Yes |

Proactive Support

| Technical Account Manager | Yes | Yes | Yes |
| Annual Business Review    | Yes | Yes | Yes |
| Health Check              | 1 per year | 2 per year | Yes |

Contact your account executive or sales@air-watch.com for details.

* Severity 1 incidents requiring 24x7 coverage must be submitted via phone. ** Severity 1 incidents are not counted toward calls.
8. Get recognized for your mobile expertise with AirWatch Certification.

<table>
<thead>
<tr>
<th>Associate Certification</th>
<th>Professional Certification</th>
<th>Expert Certification</th>
</tr>
</thead>
<tbody>
<tr>
<td>As part of your onboarding process, AirWatch will provide you with all the training necessary to immediately attain your Enterprise Mobility Associate certification—a milestone that will broaden your expertise in the AirWatch EMM platform including mobile security, device, email, application, content, laptop and browsing management.</td>
<td>Once you have obtained your Enterprise Mobility Associate certification, you can continue to develop your skills through the solution-based professional certification. The Enterprise Mobility Professional certification identifies you as a leader with the skills necessary to meet most of today’s challenges around device management, mobile email, mobile applications and more.</td>
<td>After you have obtained your Enterprise Mobility Professional and Associate certifications (and your organization meets certain requirements) you will become eligible to participate in Expert Certification courses. By becoming an Enterprise Mobility Expert, you will prove your expertise of not only the AirWatch solutions, but also installation and deployment architectures, enabling your organization to install and upgrade the admin console and associated solutions.</td>
</tr>
</tbody>
</table>

Visit my.air-watch.com or contact your account executive or training@air-watch.com for details.

9. Read the fine print.

- Separate pricing is available for qualifying educational institutions and nonprofit organizations. Contact AirWatch for details.
- Any applicable use, excise, sales, property, value added, gross receipt, privilege, or other taxes, duties or liabilities are excluded from this pricing and the responsibility of the customer or reseller. All amounts shown are in US Dollars, payable based on date of purchase and subject to currency conversion fees.
- Prices are in INR, exclusive of shipping fees and insurance, and are subject to change outside of India.
- Payment terms are net 30 days from the invoice date, F.O.B. shipping point.
- Volume discounts and special pricing for educational institutions and non-profit organizations are available.
- There is a 25 license minimum for all purchases.
- Product capabilities vary by operating system and device type.
- A device is considered in use with the AirWatch Software when AirWatch Software is installed on that device.
- Content Locker View and Content Locker Collaborate include 25 GB of storage per company. Extra storage is available for an additional fee.
- Standard Hosted Services are provided from the US in a shared environment and retail for $1/device/month for Device-based pricing and $2/user/month for User-based pricing. Local hosting is available outside the US and fees may vary by country. Dedicated environments are available for additional setup and monthly fees. Hosted Services are subject to the AirWatch Hosted Services Policy found at https://www.air-watch.com/downloads/pricing/hosting-services-policy.pdf.
- The third-party appliance is covered by a 1-year warranty from the delivery date of the appliance, annual software maintenance payments after year 1 do not extend such third-party appliance warranty.
- To the extent VMware products are licensed hereunder, their licensing and use shall be governed by the terms found at http://www.vmware.com/download/eula/.
- Annual maintenance fees are based on the total software licenses purchased. Maintenance commences upon delivery of the software and is billed annually.
- Expenses are billed to the customer as incurred according to AirWatch travel and expense policy and are the responsibility of the customer. Travel and expense are not included in any service pack prices.
- Services hours expire 12 months from the date of purchase.
- The licensing of all software (excluding SDK) is governed by the agreement found at https://www.air-watch.com/downloads/legal/20140701_AirWatch_EULA.pdf.
- SDK is governed by the agreement found at http://www.air-watch.com/downloads/legal/201411-SDK-License-Agreement.pdf.