



PRICE QUOTATION AND SALES ORDER # 1234567-12345

Customer: Company Name

Quote Expiration Date: MMM-DD-YYYY

Company: Ship To: Customer Name
Contact: Contact Name
Email: Contact Email
Address: Contact Address

Bill To: Customer Name
Contact Name
Contact Email
Contact Address

DSI:

Software and Services

Table with columns for Software and Services, including SKU, Description, Type, Interval, List Price, Qty, Gross Total, Disc. %, Disc. Amt, and Total. Includes subtotals for Software Total [A], Services Total [B], Order Subtotal [A + B], and Order Grand Total.

Standard Terms

Complete Agreement. This order is the complete agreement for your purchase; it may only be modified by another document signed by both of us. This order is effective on the date of the last signature below (“Effective Date”).

Governing Terms. This order and the use of the products and services listed above are governed by the standard MicroStrategy Software License and Services Agreement terms listed at terms.microstrategy.com on the Effective Date or, if there is a master license, service or cloud subscription agreement currently in effect between you and us that applies to this order, by that master agreement (“Master Agreement”). To the extent that you are purchasing products or services under this order that are not addressed in an existing master agreement between you and us, the terms listed at terms.microstrategy.com on the Effective Date that relate to the licensing and provision of those products or services will also apply to this order. Notwithstanding the foregoing, (i) if this order is for the renewal of an expiring annual subscription(s) to technical support services, the terms governing that expiring subscription(s) will also apply to this order; (ii) if you are purchasing term product licenses on this order, the applicable terms relating to the renewal of those licenses in the Software License and Services Agreement at terms.microstrategy.com will also apply to this order; and (iii) if you are purchasing a subscription to one of our SaaS offerings on this order, the MicroStrategy SaaS Terms of Service listed at terms.microstrategy.com will exclusively govern this order and your use of the SaaS offering.

Pricing, Invoicing and Payment. We will invoice you on or around the Effective Date for the total amount due for all products and services on this order, other than services delivered on a time and materials basis for which we invoice you periodically for hours delivered and expenses incurred. Payment is due in full according to the Master Agreement. This order is non-cancelable and non-refundable. All pricing, incentives and discounts listed above expire on the quote expiration date.

Product and Service Descriptions. MicroStrategy product and service offerings are described at products.microstrategy.com. As applicable, a statement of work for consulting services is attached as an exhibit to this order.

MicroStrategy Partner. If you are an authorized MicroStrategy reseller, “Master Agreement” refers to an agreement currently in effect between you and us that grants you the right to resell our products and services, and you certify that the following end user has purchased the software and services listed on this order from you: . If you are reselling software licenses, you agree and acknowledge that this document does not create a legally-binding contract unless and until the end user enters into an End User License Agreement with us governing the end user’s use of the software.

Additional Business Terms

ACCEPTED AND AGREED TO BY:

MicroStrategy (We/Us/Our)

Customer: _____ (You/Your)

[Signature]

[Signature]

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____