

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

Software									
SKU	Description	Type	Interval	List Price	Qty	Gross Total	Disc. %	Disc. Amt	Total
							Software Total [A]:		
Services									
SKU	Description	Interval	List Price	Qty	Gross Total	Disc. %	Disc. Amt	Total	
SKU	Description	Interval	List Hourly Rate	Disc. %	Net Hourly Rate	Qty	Total		
SKU	Description	DSI	Start Date	End Date	Gross Total	Disc. %	Disc. Amt	Total	
							Services Total [B]:		
							Order Subtotal [A + B]:		
							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 at terms.microstrategy.com that relate to the licensing and provision of those products or services will also apply to this order. 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.

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.

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: _____