



# Buying Program Offer Description for Cable

Capitalized terms, unless defined in this document, have the meaning in the Service Provider Network Agreement Program Terms.

This Offer Description sets forth the details of the SP Cable SPNA 3.0 for the suites described below.

## 1. Portfolio Features

| Portfolio  | Suite                  | Minimum Commitment | License Tier | Software Type      | Meter                           | TF Schedule | 105% Initial Growth Cap | Growth Allowance | 15% Exceptional Growth | Intra suite Value Shift | Cross Suite Value shift |
|------------|------------------------|--------------------|--------------|--------------------|---------------------------------|-------------|-------------------------|------------------|------------------------|-------------------------|-------------------------|
| SPNA-CABLE | SPNA Cable - Essential | USD 500K Net TCV   | Essential    | Standard Perpetual | Bandwidth, Device & Unique User | Annual TF   | ✓                       | ✗                | ✗                      | ✓                       | ✗                       |
|            | SPNA Cable - Advantage |                    | Advantage    | Standard Perpetual | Bandwidth, Device & Unique User | Annual TF   | ✓                       | ✗                | ✗                      | ✓                       | ✗                       |
|            | SPNA Cable - Premier   |                    | Premier      | Standard Perpetual | Bandwidth, Device & Unique User | Annual TF   | ✓                       | ✗                | ✗                      | ✓                       | ✗                       |
|            | SPNA Cable - Suite 1   |                    | N/A          | Standard Perpetual | Bandwidth, Device & Unique User | Annual TF   | ✓                       | ✗                | ✗                      | ✓                       | ✗                       |

|  |                      |  |                       |     |                                 |           |   |   |   |   |   |
|--|----------------------|--|-----------------------|-----|---------------------------------|-----------|---|---|---|---|---|
|  |                      |  | Essential & Advantage | FCM | Bandwidth, Device & Unique User | Annual TF | ✓ | ✗ | ✗ | ✓ | ✗ |
|  | SPNA Cable - Suite 2 |  | N/A                   | FCM | Bandwidth, Device & Unique User | Annual TF | ✓ | ✗ | ✗ | ✓ | ✗ |