New Product Price List

Dynatrace Full-Stack Monitoring

Application and Infrastructure Monitoring (Host Units)

PART NUMBER	DESCRIPTION	MSRP	DIR Price
Dyn Managed-TN[1,2]	Dynatrace Managed - Host Units - Term, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	1,955	1,916
Dyn Managed-TR[1,2]	Dynatrace Managed - Host Units - Term - Renewal, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	1,955	1,916
Dyn SaaS-SN[1]	Dynatrace SaaS - Host Units, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	1,777	1,741
Dyn SaaS-SR[1]	Dynatrace SaaS - Host Units - Renewal, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	1,777	1,741
DyntMgdStdHstHrs-TN	Dynatrace Managed - Host Unit Hours - Term, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	2,933	2,874
DyntMgdStdHstHrs-TR	Dynatrace Managed - Host Unit Hours - Term - Renewal, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	2,933	2,874
DyntMgdStdHstHrs-SN	Dynatrace SaaS - Host Unit Hours, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	2,666	2,613
DyntMgdStdHstHrs-SR	Dynatrace SaaS - Host Unit Hours - Renewal, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	2,666	2,613
Dyn Mgd Prem HA-TN[29]	Dynatrace Managed - Premium High Availability - Term, Per Host Unit; Tiers: 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	146	143
Dyn Mgd Prem HA-TR[29]	Dynatrace Managed - Premium High Availability - Term - Renewal, Per Host Unit; Tiers: 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	146	143
Dyn Managed Overages-TN[6]	Dynatrace Managed - Host Unit Hours Overages - Term, Per Hour;	0.22	0.22
DTSaaS Overages-SN[6]	Dynatrace SaaS - Host Unit Hours Overages, Per Hour;	0.20	0.20

Digital Experience Monitoring

SaaS & Managed Term Digital Experience Monitoring[12,13]

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DTMgdDEMmilUnits-TN	Dynatrace Managed - DEM Units - Term, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	14,564	14,273
DTMgdDEMmilUnits-TR	Dynatrace Managed - DEM Units - Term - Renewal; Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	14,564	14,273
DTSaaSDEMmilUnits-SN	Dynatrace SaaS - DEM Units, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	13,240	12,975
DTSaaSDEMmilUnits-SR	Dynatrace SaaS - DEM Units - Renewal, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	13,240	12,975
DTMgdDEMmilUnits w/Insights-TN[14]	Dynatrace Managed - DEM Units w/Insights - Term, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	29,832	29,235
DTMgdDEMmilUnits w/Insights-TR[14]	Dynatrace Managed - DEM Units w/Insights - Term - Renewal, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	29,832	29,235
DTSaaSDEMmilUnits w/Insights-SN[14]	Dynatrace SaaS - DEM Units w/Insights, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	27,120	26,578
DTSaaSDEMmilUnits w/Insights-SR[14]	Dynatrace SaaS - DEM Units w/Insights - Renewal, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	27,120	26,578
DTMgdDEMmilUnits Overages-TN	Dynatrace Managed - DEM Units Overages - Term, Per Million Units;	15,400	15,092
DTSaaSDEMmilUnits Overages-SN	Dynatrace SaaS - DEM Units Overages, Per Million Units;	14,000	13,720
DTMgdDEMmilUnits w/Insights Overages-TN	Dynatrace Managed - DEM Units w/Insights Overages - Term, Per Million Units;	15,400	15,092
DTSaaSDEMmilUnits w/Insights Overages-SN	Dynatrace SaaS - DEM Units w/Insights Overages, Per Million Units;	14,000	13,720

Davis Data Units[30,31]

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DTMgdDDU-TN	Dynatrace Managed - Davis Data Units - Term, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	3,300	3,234
DTMgdDDU-TR	Dynatrace Managed - Davis Data Units - Term - Renewal, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	3,300	3,234
DTMgdDDUOverages-TN[6]	Dynatrace Managed - Davis Data Units Overages - Term, Per Million Units;	3,850	3,773
DTSaaSDDU-SN	Dynatrace SaaS - Davis Data Units, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,000	2,940
DTSaaSDDU-SR	Dynatrace SaaS - Davis Data Units - Renewal, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,000	2,940
DTSaaSDDUOverages-SN[6]	Dynatrace SaaS - Davis Data Units Overages, Per Million Units;	3,500	3,430

Application Security

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DTSaaSAppSec-SN	Dynatrace SaaS - Application Security Units, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	358	351
DTSaaSAppSec-SR	Dynatrace SaaS - Application Security Units - Renewal, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	358	351
DTSaaSAppSecOverages-SN[6]	Dynatrace SaaS - Application Security Units Overages, Per Unit;	0.03	0.03
DTMgdAppSec-TN	Dynatrace Managed - Application Security Units - Term, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	390	382
DTMgdAppSec-TR	Dynatrace Managed - Application Security Units - Term - Renewal, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	390	382
DTMgdAppSecOverages-TN[6]	Dynatrace Managed - Application Security Units Overages - Term, Per Unit;	0.03	0.03

Cloud Automation[34,35,36]

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DTSaaSCAUnits-SN	Dynatrace SaaS - Cloud Automation Units, Per 100,000 Annual Units; No volume tiers, all quantites are priced at the same rate. The stated price is for a one-year term.	10,000	9,800
DTSaaSCAUnits-SR	Dynatrace SaaS - Cloud Automation Units - Renewal, Per 100,000 Annual Units; No volume tiers, all quantites are priced at the same rate. The stated price is for a one-year term.	10,000	9,800

Dynatrace Mainframe[8]

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DynMain -TN	Dynatrace Managed - Mainframe z/OS - Term, Per MSU; Tiers: 1, 1001, 2501, 5001, 8001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	850	833
DynMain -TR	Dynatrace Managed - Mainframe z/OS - Term - Renewal, Per MSU; Tiers: 1, 1001, 2501, 5001, 8001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	850	833
DynMain -SN	Dynatrace SaaS - Mainframe z/OS, Per MSU; Tiers: 1, 1001, 2501, 5001, 8001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	765	750
DynMain -SR	Dynatrace SaaS - Mainframe z/OS - Renewal, Per MSU; Tiers: 1, 1001, 2501, 5001, 8001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	765	750

Dynatrace for Government

PART NUMBER	DESCRIPTION	MSRP	P.S. Price
DynGov SaaS-SN	Dynatrace for Government - Host Units, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	2,133	2,090
DynGov SaaS-SR	Dynatrace for Government - Host Units - Renewal, Per Host Unit; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	2,133	2,090
DyntGovSaaSHstHrs-SN	Dynatrace for Government - Host Unit Hours, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,199	3,135
DyntGovSaaSHstHrs-SR	Dynatrace for Government - Host Unit Hours - Renewal, Per 9,000 Annual Hours; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,199	3,135
DTGovSaaS Overages-SN[6]	Dynatrace for Government - Host Unit Hours Overages, Per Hour;	0.24	0.24
DTGovSaaSDEMUnits-SN	Dynatrace for Government - DEM Units, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	15,888	15,570
DTGovSaaSDEMUnits-SR	Dynatrace for Government - DEM Units - Renewal, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	15,888	15,570
DTGovSaaSDEMUnits Overages-SN[6]	Dynatrace for Government - DEM Units Overages, Per Million Units;	16,800	16,464
DTGovDEMInsights-SN	Dynatrace for Government - DEM Units w/Insights, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	32,544	31,893
DTGovDEMInsights-SR	Dynatrace for Government - DEM Units w/Insights - Renewal, Per Million Annual Units (0.3 Million Action Minimum); Tiers: 0.3, 2.5, 6.3, 12.5, 25.1, 125.1, 250.1, 500.1, 1,000 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	32,544	31,893
DTGovDEMInsightsOverages-SR	Dynatrace for Government - DEM Units w/Insights Overages, Per Million Units;	16,800	16,464
DTGovSaaSDDU-SN[30,31]	Dynatrace for Government - Davis Data Units, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,600	3,528
DTGovSaaSDDU-SR[30,31]	Dynatrace for Government - Davis Data Units - Renewal, Per Million Annual Units; Tiers: 0.3, 11, 51, 101, 251, 501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	3,600	3,528
DTGovSaaSDDUOverages-SN[6]	Dynatrace for Government - Davis Data Units Overages, Per Million Units;	4,200	4,116
DTGovSaaSAppSec-SN	Dynatrace for Government - Application Security, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	430	421
DTGovSaaSAppSec-SR	Dynatrace for Government - Application Security Units - Renewal, Per 10,000 Annual Units; Tiers: 1, 51, 101, 251, 501, 1001, 2501, 5001, 10001, 15001 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term.	430	421
DTGovSaaSAppSecOverages-SN	Dynatrace for Government - Application Security Units Overages, Per Unit;	0.04	0.04
DTGovMain-SN	Dynatrace for Government - Mainframe z/OS, Per MSU; Tiers: 1, 26, 201, 1001, 2501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	1,322	1,296
DTGovMain-SR	Dynatrace for Government - Mainframe z/OS - Renewal, Per MSU; Tiers: 1, 26, 201, 1001, 2501 - as component of the whole part number reflect quantity break points. The stated price is for a one-year term and includes 12 months of maintenance with a new license sale.	1,322	1,296

Footnotes

[1] Host Units Weights – Weights reflect the relationship between price and processing power or capacity. For example, paying more for an application server on an x2 host, and less for a web server on a micro host. For infrastructure monitoring, the weight is multiplied by 0.3 and the total capped at 1 host unit. For example, an x4 infrastructure monitoring host would require 1 instead of 4 * 0.3 = 1.2 host units.

	Max RAM	Weight: Full Stack Mode
Micro	1.6GB	0.1
Extra Small	4GB	0.25
Small	8GB	0.5
Regular	16GB	1
x2	32GB	2
x3	48GB	3
x4	64GB	4
x5	80GB	5
x6	96GB	6
x7	112GB	7
xN	N x 16	N

[2] Minimum deal size for new customers is 11 Host Units. Existing customers can buy in smaller quantities for expansion at the 11 unit price.

[6] Overages are billed in arrears based on consumption

[8] **Special Notes for Dynatrace Mainframe:**

-27,550 is the minimum size deal for all New Sales per product.

-The number of MSUs licensed is the peak MSU capacity of all monitored LPARS, regions or processes.

-z/OS agents aren't licensed separately, licensed MSUs can be used on all supported technologies.

[11] Minimum deal size for new customers is 20 Host Units. Existing customers can buy in smaller quantities for expansion at the 20 unit price.

[12] DEM Units can be used for both SaaS and Managed Term consumption

[13] DEM Units are not available perpetually

[14] The minumum purchase for any new DEM customer is $50,000 (1,843,700 DEM Units) if you are including Insights. Expansion deals can be smaller.

[16] Conversion Services for customers converting from Classic Synthetic, AppMon, or competitor tools to Dynatrace.

[17] Package includes a full time Guardian, one (1) QuickStart engagement and one (1) Dynatrace Value Accelerator. Guardian Services delivered remotely (no relocation)

[18] Package includes full time Guardian, one (1) Quick Start engagement, and one (1) Dynatrace Value Accelerator. Guardian services delivered remotely or onsite.

[19] Package includes one (1) 5-day onsite planning workshop and a remote, part-time (1 day per week) program management resource.

[25] To ensure we are as efficient as possible in scheduling and deploying our resources, engagements for anything other than full-day increments requires approval from Service Leadership.

[26] Custom extension projects must be qualified and scoped by the Product Extensions team.

[27] For more details on these offerings, please visit the following site:

https://university.dynatrace.com

[28] Purchasing a Certification using the listed Flexpoint value entitles the student to one (1) attempt at the certification purchased.

[29] Premium High Availability is a Host Unit add-on available for customers with 1,000 Managed Host Units (and/or Host Unit Hours) or more (Managed Term only)

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