Exhibit B

Price Proposal

Respondent: <u>Optiv Security Inc.</u>

Solution Proposed: <u>Trend Micro Vision One Attack Surface Risk Management (ASRM)</u>

Service Category: Service Category 1: Endpoint-Based Asset Discovery

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
Trend Vision One Attack Surface Risk Management for Cloud Academic per cloud account New-SKU VONA0113	$2,195.12	1
Trend Vision One Attack Surface Risk Management Academic per desktop/server New-SKU VONA0104	$6.59	1

Price Proposal

Respondent: <u>Optiv Security Inc.</u>

Solution Proposed: <u>Vision One Endpoint Security</u>

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for **initial** term:

	Price	Unit
Trend Vision One - Endpoint Security (Essentials) New– SKU VONA0040	$16.82	1
Trend Vision One - Endpoint Security (Pro) New- SKU VONA0049	$95.85	1

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
ServiceOne Essentials SYNN0019	Managed XDR* : Proactive threat prediction with 24/7 monitoring of XDR alerts, investigation and response with proactive outreach including IoC sweeping, IoA hunting, root cause analysis, impact analysis, incident prioritization, response guidance and access to Managed XDR threat analysts	$13.38	500 Unit Minimum

	Targeted attack detection: proactive threat prediction with 24/7 monitoring of any targeted attack, response guidance, access to a threat expert, and monthly reports		
ServiceOne Complete SYNN0015	Trend Vision One™ customers are eligible to leverage advanced coverage via our global Managed XDR team, which continually monitors suspicious, malicious, and unwanted activity. Respond to only high-fidelity alerts based on methods, processes, and analytics across intelligence-driven (threat intelligence reports, threat intelligence needs, and/or malware analysis) or situational-awareness-driven (suspicious events or IoC within the network). Trend Service One™ Complete customers are equipped with their own designated service manager. This gives you the most optimized experience for your Trend solutions. In addition, your service manager answers all inquiries and facilitates access to cybersecurity, solutions, and subject matter experts. Trend Service One Complete customers can leverage their service managers to guide them through questions, considerations, and challenges related to solution setup, usage, and deployment. Your service manager assists you during the initial setup of communication channels with our various support and services teams to establish tailored support and optimal and efficient teamwork and collaboration. Monthly status meetings and quarterly business reviews with your service manager allow you to adapt your security strategy to changes in threats and environments. Within hours of contacting us, our IR experts will have established a customized action plan with your IT department. Our workforce, tools, and processes will be set up instantly to monitor your network traffic while logs and disk images are already being analyzed for IoC or indicators of attack. In the background, our incident coordinators will organize the flow of information to ensure all defined stakeholders are informed of findings, developments, and critical decisions.	$15.05	1000 Unit Minimum

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: Vision One Attack Surface Risk Management (ASRM)

Service Category: Service Category 4: External-Facing Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Trend Vision One Attack Surface Risk Management for Cloud Academic per cloud account New-SKU VONA0113	$2,195.11	1
Trend Vision One Attack Surface Risk Management Academic per desktop/server New-SKU VONA0104	$6.38	1

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: Trend Vision One Email & Collaboration Security

Service Category: Service Category 5: Email Security

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Trend Vision One Email and Collaboration Security - Core Users New-SKU VONA0121	$7.56	1
Trend Vision One Email and Collaboration Security - Essentials Academic Users New-SKU VONA0130	$14.63	1
Trend Vision One Email and Collaboration Security - Pro Academic Users New-SKU VONA0139	$30.79	1

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: Trend Vision One

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Trend Vision One Credits Academic New-SKU VONA0000	$0.37	1

CREDIT REQUIREMENTS BY SENSOR TYPE / APP		
	CREDITS	**Units**
Vision One Products		
Endpoint Security		
A. Endpoint Security Core	45	per endpoint / per server
B. Endpoint Security Essentials	65	per endpoint / per server
C. Endpoint Security Pro	300	per endpoint / per server
D. Mobile Security as a Service (Includes XDR)	5	per mobile device
Cloud Security		
E. Container Security	1100	per Kubernetes node or Amazon ECS instance
F. Container Security	110	per serverless container pod or task
G. File Security	5000	per 500K scans
Email and Collaboration Security		
H. Email and Collaboration Security Core	25	per user
I. Email and Collaboration Security Essentials	50	per user
J. Email and Collaboration Security Pro	105	per user
Zero Trust Secure Access		
K. Zero Trust Secure Access - Internet + Private Access	110	per user
L. Zero Trust Secure Access - Internet Access	60	per user
M. Zero Trust Secure Access - Private Access	50	per user
N. Zero Trust Secure Access - AI Service Access	50	per user
O. Zero Trust Secure Access - Internet + AI Service Access	85	per user
XDR Sensors		
P. Endpoint and Server	20	per endpoint / per server
Q. Email	5	per mailbox account
R. Network (DDI)	25000	per Gbps
S. Network (Virtual Appliance)	12500	per 500 Mbps
T. XDR for Cloud	62	per GB with 30 day retention
U. XDR for OT - Device	20	per device/endpoint
V. XDR for OT - Network	200	per network segment/hardware/appliance
ASRM		
W. ASRM	20	per endpoint / per server
X. ASRM for Cloud	8000	per cloud account
Vision One Tools		
Z. Sandbox Analysis - Manual Submission	50	per unit (1 unit = 1 submission/day for 12 months)
a. Sandbox Analysis - Automatic add-on for Vision One ZTSA Internet Access	7	per user
b. Sandbox Analysis - Automatic add-on for Vision One XDR for Networks	2000	per 500Mbps
c. Forensics	4000	per 10GB warehouse
d. Data Pipeline (Outbound)	800	per TB
e. Threat Intelligence Feed	150000	for 1 V1 customer account
f. Threat Intelligence Feed for Service Providers	500000	for 1 V1 partner account
g. Threat Insights	50000	per analyst user

Price Proposal

Respondent: <u>Optiv Security Inc.</u>

Solution Proposed: <u>Trend Vision One Mobile Security</u>

Service Category: Service Category 9: Mobile Security and Threat Detection

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Trend Micro Mobile Security New-SKU MSNA0072	$8.50	1

Price Proposal

Respondent: <u>Optiv Security Inc.</u>

Solution Proposed: <u>Vision One Attack Surface Risk Management (ASRM)</u>

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
Trend Vision One Attack Surface Risk Management for Cloud Academic per cloud account New-SKU VONA0113	$2195.11	1
Trend Vision One Attack Surface Risk Management Academic per desktop/server New-SKU VONA0104	$6.59	1

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: Trend Vision One Threat Insights

Service Category: Service Category 14: Cybersecurity Threat Intelligence (CTI)

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Trend Vision One Threat Insights Academic New-SKU VONA0146	$23,615.55	1
Trend Threat Intelligence Feed Academic New- VONA0145	$70,846.66	1

Price Proposal

Respondent: <u>   Optiv Security Inc.   </u>

Solution Proposed: <u>Crowdstrike   </u>

Service Category: Service Category 1: Endpoint-Based Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$222.00 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: __Optiv Security Inc.__

Solution Proposed: __Tenable Vulnerability Management__

Service Category: Service Category 2: Network-Based Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Tier 1 - 100 - 1000	Qty x $36.75 EA.	100 - 1000
Tier 2 – 1,001 – 5,000	$36,750 + [(Qty-1,000) x $17.85EA.]	1,001 – 5,000
Tier 3 – 5,001 – 10,000	$103,815 + [(Qty-5,000) x $10.50EA]	5,001 – 10,000
Tier 4 – 10,001 -20,000	$160,650 + [(Qty-10,000) x $5.77EA]	10,001 -20,000
Tier 5 – 20,001 -50,000	$218,400 + [(Qty-20,000) x $3.90EA]	20,001 -50,000
Tier 6 – 50,001 – 100,00	$336,535 + [(Qty-50,000) x $3.41EA]	50,001 – 100,00
Tier 7 – 100,001 – 9,999,999,999	$507,150 + [(Qty-100,000) x $3.15EA]	100,001 – 9,999,999,999

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	$42,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of $63,000	1 year
Quick Start Onboard Remote for Tenable Vulnerability Management	Quick Start Onboard Remote for Tenable Vulnerability Management (formerly Tenable.io).	$3,150.00	Per customer
Quick Start Deploy Remote for Tenable Vulnerability Management	Quick Start Deploy Remote for Tenable Vulnerability Management (formerly Tenable.io).	$6,300.00	Per customer
Quick Start Adopt Remote for Tenable Vulnerability Management	Quick Start Adopt Remote for Tenable Vulnerability Management (formerly Tenable.io).	$12,600.00	Per customer
Quick Start Optimize Remote for Tenable Vulnerability Management	Quick Start Optimize Remote for Tenable Vulnerability Management (formerly Tenable.io).	$25,200.00	Per customer
2 Day Seat - Tenable Vulnerability Management Specialist Course	Introduction Training	$2,310.00	Per person
2 Day Seat - Tenable Vulnerability Management Expert	Expert Training	$2,310.00	Per person

Price Proposal

Respondent: __Optiv Security Inc._____

Solution Proposed: __CrowdStrike_____

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$657.48 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

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CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: Tenable Attack Surface Management

Service Category: Service Category 4: External-Facing Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Tier 1 - 65 - 1000	Qty x $20.79EA	65 - 1000
Tier 2 – 1,001 – 5,000	$20,790 + [(Qty-1,000) x $10.08EA]	1,001 – 5,000
Tier 3 – 5,001 – 10,000	$61,110 + [(Qty-5,000) x $5.92EA]	5,001 – 10,000
Tier 4 – 10,001 -20,000	$90,720 + [(Qty-10,000) x $3.25EA]	10,001 -20,000
Tier 5 – 20,001 -50,000	$123,270 + [(Qty-20,000) x $2.24EA]	20,001 -50,000
Tier 6 – 50,001 – 100,00	$190,680 + [(Qty-50,000) x $1.94EA]	50,001 – 100,00
Tier 7 – 100,001 – 9,999,999,999	$287,805 + [(Qty-100,000) x $1.77EA]	100,001 – 9,999,999,999

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	$42,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of $63,000	1 year

Price Proposal

Respondent: <u>Optiv Security Inc.</u>

Solution Proposed: <u>Abnormal Security Inbound Email Security (IES)</u>

Service Category: Service Category 5: Email Security

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Order Quantity 150-2999	$35.41	IES per Mailbox
Order Quantity 3000-9999	$22.99	IES per Mailbox
Order Quantity 10000-99999	$15.39	IES per Mailbox
Order Quantity 100,0000+	$11.20	IES per Mailbox

*Minimum initial Inbound Email Security (IES) order per customer is $25,0000
Please note that Abnormal Security does not charge for initial implementation services

*Minimum initial Inbound Email Security (IES) order per customer is $25,0000
Please note that Abnormal Security does not charge for implementation services

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Email Account Takeover Protection	Detects compromised accounts across email and identity platforms like Google Workspace, Microsoft 365 and its 85+ associated apps, Entra ID, and Okta— observing end-user behavior for activity that deviates from their	$10.44	Order Quantity 150-2999

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	known normal, including login patterns, MFA methods, too-fast-to-travel locations, mail rule changes, identity events ingested through Abnormal's Crowdstrike integration, and more.		
Email Account Takeover Protection	Same As Above	$6.78	Order Quantity 3000-9999
Email Account Takeover Protection	Same As Above	$4.38	Order Quantity 10000-99999
Email Account Takeover Protection	Same As Above	$3.15	Order Quantity 100,0000+

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Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: CrowdStrike

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$766.64 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: <u>   Optiv Security Inc.   </u>

Solution Proposed: <u>   Tenable One   </u>

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Tier 1 - 300 - 1000	Qty x $57.75EA	300 - 1000
Tier 2 – 1,001 – 5,000	$57,750.00+[(Qty-1,000)x 28.56EA]	1,001 – 5,000
Tier 3 – 5,001 – 10,000	$171,990 + [(Qty-5,000) x $16.8EA]	5,001 – 10,000
Tier 4 – 10,001 -20,000	$255,990 +[(Qty-10,000) x $9.24EA]	10,001 -20,000
Tier 5 – 20,001 -50,000	$348,390 + [(Qty-20,000) x $6.3EA]	20,001 -50,000
Tier 6 – 50,001 – 100,00	$537,390 +[(Qty-50,000) x $5.46EA]	50,001 – 100,00
Tier 7 – 100,001 – 9,999,999,999	$810,390+[(Qty-100,000)x 5.04EA]	100,001 – 9,999,999,999

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	$42,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of $63,000	1 year
Remote Design & Architecture Workshop for Tenable One	A technical support and consultation service that helps customers agree on a solution design for Tenable One	$10,080.00	Per Customer
Quick Start Onboard Remote for Tenable	Onboard remote for Vulnerability	$3,150.00	Per customer

Vulnerability Management	Management within Tenable One		
Quick Start Deploy Remote for Tenable Vulnerability Management	Deploy remote for Vulnerability Management within Tenable One	$6,300.00	Per customer
Quick Start Adopt Remote for Tenable Vulnerability Management	Adopt remote for Vulnerability Management within Tenable One.	$12,600.00	Per customer
Quick Start Optimize Remote for Tenable Vulnerability Management	Optimize remote for Vulnerability Management within Tenable One	$25,200.00	Per customer
Quick Start Deploy Remote Implementation for Tenable Identity Exposure	Deploy remote for Identity Exposure within Tenable One	$6,300.00	Per customer
Quick Start Remote Implementation for Web App Scanning	Deploy remote for Web Application Scanning within Tenable One	$6,300.00	Per customer
Quick Start Remote for Tenable Cloud Security	Deploy remote for Cloud Security within Tenable One	$6,300.00	Per customer
Quick Start Remote Implementation for Tenable OT Security	Deploy Remote for OT Security within Tenable One	$16,380.00	Per customer
2 Day Seat - Tenable Vulnerability Management Specialist Course	Introduction Training	$2,310.00	Per person
2 Day Seat - Tenable Vulnerability Management Expert	Expert Training	$2,310.00	Per person
2 Day Seat - Tenable Identity Exposure Specialist Course	Introduction Training	$2,310.00	Per person
2 Day Seat – Tenable Cloud Security Specialist Course	Introduction Training	$2,310.00	Per person
2 Day Seat - Tenable OT Security Specialist Course	Introduction Training	$2,310.00	Per person

Price Proposal

Respondent: _____Optiv Security Inc_____

Solution Proposed: ___CrowdStrike_____

Service Category: Service Category 8: Identity and Access Management (IAM)

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$91.72 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: ___Optiv Security Inc._____

Solution Proposed: ___CrowdStrike_____

Service Category: Service Category 9: Mobile Security and Threat Detection

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$76.12 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

Price Proposal

Respondent: _____ Optiv Security Inc. _____

Solution Proposed: _____ CrowdStrike _____

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$367.10 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

Price Proposal

Respondent: __Optiv Security Inc.__

Solution Proposed: __Tenable Vulnerability Management__

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Tier 1 - 100 - 1000	Qty x $36.75 EA.	100 - 1000
Tier 2 – 1,001 – 5,000	$36,750 + [(Qty-1,000) x $17.85EA.]	1,001 – 5,000
Tier 3 – 5,001 – 10,000	$103,815 + [(Qty-5,000) x $10.50EA]	5,001 – 10,000
Tier 4 – 10,001 -20,000	$160,650 + [(Qty-10,000) x $5.77EA]	10,001 -20,000
Tier 5 – 20,001 -50,000	$218,400 + [(Qty-20,000) x $3.90EA]	20,001 -50,000
Tier 6 – 50,001 – 100,00	$336,535 + [(Qty-50,000) x $3.41EA]	50,001 – 100,00
Tier 7 – 100,001 – 9,999,999,999	$507,150 + [(Qty-100,000) x $3.15EA]	100,001 – 9,999,999,999

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	$42,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of $63,000	1 year
Quick Start Onboard Remote for Tenable Vulnerability Management	Quick Start Onboard Remote for Tenable Vulnerability Management (formerly Tenable.io).	$3,150.00	Per customer
Quick Start Deploy Remote for Tenable Vulnerability Management	Quick Start Deploy Remote for Tenable Vulnerability Management (formerly Tenable.io).	$6,300.00	Per customer
Quick Start Adopt Remote for Tenable Vulnerability Management	Quick Start Adopt Remote for Tenable Vulnerability Management (formerly Tenable.io).	$12,600.00	Per customer
Quick Start Optimize Remote for Tenable Vulnerability Management	Quick Start Optimize Remote for Tenable Vulnerability Management (formerly Tenable.io).	$25,200.00	Per customer
2 Day Seat - Tenable Vulnerability Management Specialist Course	Introduction Training	$2,310.00	Per person
2 Day Seat - Tenable Vulnerability Management Expert	Expert Training	$2,310.00	Per person

Price Proposal

Respondent: ___ Optiv Security Inc _____

Solution Proposed: ___ CrowdStrike _____

Service Category: Service Category 14: Cybersecurity Threat Intelligence (CTI)

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$110.93	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: Optiv Security Inc.

Solution Proposed: CrowdStrike

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$72.16 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: ___Optiv Security Inc._____

Solution Proposed: ___CrowdStrike_____

Service Category: Service Category 16: Enterprise Security Log Management, Analytics, and Response

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
0-10,000,000	$2,052.75 USD	1

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$498.75	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,962.50	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$27.97	1
CrowdStrike CID	Falcon Complete: Additional CID	$13,566.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$448.88	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$423.94	1

CrowdStrike Professional Services	Retainer Fee	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$399.00	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$394.01	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,493.75	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$39.01	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$14.13	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$18.85	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	$46.55	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$49.18	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1