Exhibit B

Barracuda Pricing Proposal for L3

Respondent: Barracuda Netwoks

Solution Proposed: SASE Security

Service Category: Service Category 3: Endpoint Detection and Response

Barracuda's EDR Security solutions provide advanced threat detection, response capabilities, and proactive protection against evolving cyber threats. Our offerings include multiple product configurations and license tiers to accommodate varying needs and budgets. For this RFP, we are committed to offering aggressive tiered pricing to maximize value for the State of Florida.

As an example, the estimated annual cost for a mid-tier EDR Security solution designed to protect 250 users is **$15,000 to $25,000**. This pricing includes features such as automated threat remediation, real-time threat intelligence, and centralized endpoint management.

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

Tier	Price	Unit
1-500 users	Minimum 12% discount off list price	Hardware
1-500 users	Minimum 12% discount off list price	Software/Licenses
501 or more users	Minimum of 16% discount off list price	Hardware
501 or more users	Minimum of 16% discount off list price	Software/Licenses

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

5% off Professional Service Skus and similar services

Barracuda Pricing Proposal for L5

Respondent: Barracuda Netwoks

Solution Proposed: ___Email Security

Service Category: Service Category 5: Email Security

Barracuda's Email Security solutions deliver advanced protection against phishing, malware, ransomware, and other email-based threats. Our offerings include multiple product configurations and license tiers to address varying requirements and budgets. For this RFP, we are committed to offering aggressive tiered pricing that maximizes value for the State.

For a mid-tier configuration designed for 250 users, the estimated annual cost ranges from **$10,000 to $15,000**. This pricing includes features such as advanced threat detection, email encryption, compliance tools, and AI-powered protection against spear-phishing attacks

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

Tier	Price	Unit
1-500 users	Minimum 12% discount off list price	Hardware
1-500 users	Minimum 12% discount off list price	Software/Licenses
501 or more users	Minimum of 16% discount off list price	Hardware
501 or more users	Minimum of 16% discount off list price	Software/Licenses

Barracuda Pricing Proposal for L7

Respondent: Barracuda Netwoks

Solution Proposed: ___Email Security

Service Category: Service Category 7: Security Operations Platform

Barracuda's Security Operations Platform integrates advanced threat detection, centralized monitoring, incident response, and analytics into a comprehensive solution. With flexible configurations and licensing tiers, our platform is designed to address diverse security requirements and budgets. For this RFP, Barracuda will offer aggressive tiered pricing to ensure competitive value for the State.

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

Tier	Price	Unit
1-500 users	Minimum 12% discount off list price	Hardware
1-500 users	Minimum 12% discount off list price	Software/Licenses
501 or more users	Minimum of 16% discount off list price	Hardware
501 or more users	Minimum of 16% discount off list price	Software/Licenses

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

5% off Professional Service Skus and similar services

Barracuda Pricing Proposal for L10

Respondent: Barracuda Netwoks

Solution Proposed: SASE Security

Service Category: Service Category 10: Secure Access Service Edge (SASE)

Barracuda's SASE Security offerings combine secure network connectivity, advanced threat protection, and centralized management to provide a comprehensive solution for today's distributed environments. Our solutions include various product configurations and license tiers to accommodate diverse security and budgetary requirements. For this RFP, we are prepared to offer aggressive tiered pricing tailored to the needs of the contract.
As an example, the estimated annual cost for a mid-tier SASE Security solution designed for 250 users ranges from **$20,000 to $30,000**. This pricing includes features such as secure SD-WAN, zero-trust access, threat intelligence, and centralized policy management.

Tiered, not to exceed pricing for __initial__ term:

Tier	Price	Unit
1-500 users	Minimum 12% discount off list price	Hardware
1-500 users	Minimum 12% discount off list price	Software/Licenses
501 or more users	Minimum of 16% discount off list price	Hardware
501 or more users	Minimum of 16% discount off list price	Software/Licenses

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

5% off Professional Service Skus and similar services

Barracuda Pricing Proposal for L16

Respondent: Barracuda Netwoks

Solution Proposed: SASE Security

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

Barracuda's Enterprise Security Log Management solution offers advanced capabilities for centralized log collection, storage, analysis, and compliance reporting. Designed to meet diverse requirements, our solutions are available in various configurations and license tiers. For this RFP, we will deliver aggressive tiered pricing to maximize value for the State.
For a mid-tier configuration designed to serve 250 users, the estimated annual cost is **$20,000 to $30,000**. This pricing includes features such as real-time log aggregation, searchable log archives, customizable dashboards, and compliance-ready reporting tools.

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

Tier	Price	Unit
1-500 users	Minimum 12% discount off list price	Hardware
1-500 users	Minimum 12% discount off list price	Software/Licenses
501 or more users	Minimum of 16% discount off list price	Hardware
501 or more users	Minimum of 16% discount off list price	Software/Licenses

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

5% off Professional Service Skus and similar services