

Exhibit B

Price Proposal Respondent:

\_DigitalEra Group, LLC\_\_\_\_\_ Solution

Proposed: \_CrowdStrike\_\_\_\_\_ Service

Category: Service Category 1: Endpoint-Based Asset Discovery

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

Tier	Price	Unit
0-10,000,000	\$211.43 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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:**

\_DigitalEra Group, LLC\_\_\_\_\_ 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	\$626.18 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

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CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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:**

\_DigitalEra Group, LLC\_\_\_\_\_ 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	\$730.14 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

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CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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: \_DigitalEra Group, LLC\_\_\_\_\_

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	\$87.35 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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: \_DigitalEra Group,

LLC \_\_\_\_\_ 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	\$72.50 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

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CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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: \_DigitalEra Group, LLC\_\_\_\_\_

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	\$349.62 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1



CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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: \_DigitalEra Group, LLC \_\_\_\_\_

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	\$105.65	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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.		
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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

[SAMPLE] Price Proposal

Respondent: \_DigitalEra Group, LLC \_\_\_\_\_

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	\$68.72 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	1

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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: \_DigitalEra Group, LLC \_\_\_\_\_

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	\$1,955.00 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)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	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.	\$13.46 USD	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.	\$17.95	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	\$44.33 USD	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.	\$46.84 USD	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: \_\_\_\_ DigitalEra Group, LLC \_\_\_\_\_

Solution Proposed: \_\_ Darktrace/ EMAIL \_\_\_\_\_

Service Category 5: Email Security

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

Tier	Price	Unit
<u>2-100</u>	<u>N/A</u>	<u>N/A</u>
<u>101-125</u>	<u>\$18,124.17</u>	<u>\$144.99</u>
<u>126-150</u>	<u>\$20,417.90</u>	<u>\$136.12</u>
<u>151-175</u>	<u>\$22,582.26</u>	<u>\$129.04</u>
<u>176-200</u>	<u>\$24,641.72</u>	<u>\$123.21</u>
<u>201-250</u>	<u>\$28,510.93</u>	<u>\$114.04</u>
<u>251-300</u>	<u>\$32,119.17</u>	<u>\$107.06</u>
<u>301-350</u>	<u>\$35,523.90</u>	<u>\$101.50</u>
<u>351-400</u>	<u>\$38,763.61</u>	<u>\$96.91</u>
<u>401-450</u>	<u>\$41,865.62</u>	<u>\$93.03</u>
<u>451-500</u>	<u>\$44,850.22</u>	<u>\$89.70</u>
<u>501-600</u>	<u>\$50,526.30</u>	<u>\$84.21</u>
<u>601-700</u>	<u>\$55,882.25</u>	<u>\$79.83</u>
<u>701-800</u>	<u>\$60,978.60</u>	<u>\$76.22</u>
<u>801-900</u>	<u>\$65,858.33</u>	<u>\$73.18</u>
<u>901-1,000</u>	<u>\$70,553.38</u>	<u>\$70.55</u>
<u>1,001-1,250</u>	<u>\$81,631.58</u>	<u>\$65.31</u>
<u>1,251-1,500</u>	<u>\$91,962.56</u>	<u>\$61.31</u>
<u>1,501-1,750</u>	<u>\$101,710.90</u>	<u>\$58.12</u>
<u>1,751-2,000</u>	<u>\$110,986.72</u>	<u>\$55.49</u>
<u>2,001-2,250</u>	<u>\$119,868.29</u>	<u>\$53.27</u>
<u>2,251-2,500</u>	<u>\$128,413.72</u>	<u>\$51.37</u>
<u>2,501-2,750</u>	<u>\$136,667.63</u>	<u>\$49.70</u>
<u>2,751-3,000</u>	<u>\$144,665.27</u>	<u>\$48.22</u>
<u>3,001-3,500</u>	<u>\$160,000.26</u>	<u>\$45.71</u>
<u>3,501-4,000</u>	<u>\$174,591.96</u>	<u>\$43.65</u>
<u>4,001-4,500</u>	<u>\$188,563.45</u>	<u>\$41.90</u>
<u>4,501-5,000</u>	<u>\$202,006.16</u>	<u>\$40.40</u>
<u>5,001-6,000</u>	<u>\$227,571.30</u>	<u>\$37.93</u>
<u>6,001-7,000</u>	<u>\$251,694.60</u>	<u>\$35.96</u>
<u>7,001-8,000</u>	<u>\$274,648.63</u>	<u>\$34.33</u>
<u>8,001-9,000</u>	<u>\$296,627.03</u>	<u>\$32.96</u>
<u>9,001-10,000</u>	<u>\$317,773.61</u>	<u>\$31.78</u>

<u>10,001-15,000</u>	<u>\$414,200.93</u>	<u>\$27.61</u>
<u>15,001-20,000</u>	<u>\$499,886.07</u>	<u>\$24.99</u>
<u>20,001-25,000</u>	<u>\$578,377.53</u>	<u>\$23.14</u>

## Price Proposal

Respondent: \_\_\_DigitalEra Group, LLC\_\_\_\_\_

Solution Proposed: \_Darktrace/ENDPOINT\_\_\_\_\_

Service Category 3: Endpoint Detection and Response

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

Tier	Price (Annual)	Unit (Annual)
2-100	N/A	N/A
101-125	\$13,317.23	\$106.54
126-150	\$15,631.14	\$104.21
151-175	\$17,898.50	\$102.28
176-200	\$20,126.78	\$100.63
201-250	\$24,486.63	\$97.95
251-300	\$28,741.25	\$95.80
301-350	\$32,910.30	\$94.03
351-400	\$37,007.46	\$92.52
401-450	\$41,042.80	\$91.21
451-500	\$45,024.01	\$90.05
501-600	\$52,847.04	\$88.08
601-700	\$60,512.74	\$86.45
701-800	\$68,046.28	\$85.06
801-900	\$75,466.13	\$83.85
901-1,000	\$82,786.44	\$82.79
1,001-1,250	\$100,719.60	\$80.58
1,251-1,500	\$118,219.90	\$78.81
1,501-1,750	\$135,386.22	\$77.36
1,751-2,000	\$152,220.88	\$76.11
2,001-2,250	\$168,819.25	\$75.03
2,251-2,500	\$185,194.92	\$74.08
2,501-2,750	\$201,372.81	\$73.23
2,751-3,000	\$217,373.02	\$72.46
3,001-3,500	\$248,903.94	\$71.12
3,501-4,000	\$279,891.24	\$69.97
4,001-4,500	\$310,410.94	\$68.98
4,501-5,000	\$340,521.18	\$68.10
5,001-6,000	\$399,687.61	\$66.61
6,001-7,000	\$457,664.09	\$65.38
7,001-8,000	\$514,640.97	\$64.33
8,001-9,000	\$570,758.09	\$63.42
9,001-10,000	\$626,122.32	\$62.61
10,001-15,000	\$894,109.22	\$59.61
15,001-20,000	\$1,151,262.19	\$57.56
20,001-25,000	\$1,400,648.21	\$56.03

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## Price Proposal

Respondent: \_\_\_DigitalEra Group, LLC\_\_\_\_\_

Solution Proposed: \_\_\_Darktrace/ Attack Surface Management\_\_\_\_\_

Service Category 4: External-Facing Asset Discovery

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

Tier	Price (Annual)	Unit (Annual)
2-25	\$13,167.00	\$526.68
26-50	\$16,104.21	\$322.08
51-75	\$20,089.17	\$267.86
76-100	\$23,501.25	\$235.01
101-125	\$26,542.15	\$212.34
126-150	\$29,316.60	\$195.44
151-175	\$31,887.44	\$182.21
176-200	\$34,295.93	\$171.48
201-250	\$38,733.58	\$154.93
251-300	\$42,782.41	\$142.61
301-350	\$46,534.10	\$132.95
351-400	\$50,048.87	\$125.12
401-450	\$53,368.84	\$118.60
451-500	\$56,524.84	\$113.05
501-600	\$62,433.38	\$104.06
601-700	\$67,908.31	\$18.81
701-800	\$73,037.51	\$91.30
801-900	\$77,882.42	\$86.54
901-1000	\$82,488.04	\$82.49
1,001-1,250	\$93,161.40	\$74.53
1,251-1500	\$102,899.57	\$68.60
1,501-1750	\$111,923.08	\$63.96
1,751-2000	\$120,376.76	\$60.19
2,001-2,250	\$128,361.89	\$57.05
2,251-2,500	\$90,635.10	\$36.25
2,501-2,750	\$95,470.20	\$34.72
2,751-3,000	\$100,109.19	\$33.37
3,001-4,000	\$117,112.44	\$29.28
4,001-5,000	\$132,265.96	\$26.45
5,001-6,000	\$146,091.72	\$24.35
6,001-7,000	\$158,902.85	\$22.70
7,001-8,000	\$170,904.97	\$21.36
8,001-9,000	\$182,241.87	\$20.25
9,001-10,000	\$193,018.85	\$19.30
10,001-15,000	\$240,781.05	\$16.05
15,001-20,000	\$281,677.00	\$14.08
20,001-25,000	\$318,123.99	\$12.72

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## Price Proposal

Respondent: \_DigitalEra Group, LLC\_\_\_\_\_

Solution Proposed: \_Darktrace/NETWORK\_\_\_\_\_

Service Category 2: Network-Based Asset Discovery

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

Tier (IPs)	Price (Annual)	Unit (Monthly Unit Cost)
2-50	\$15,518.25	\$310.36
51-100	\$19,732.59	\$197.33
101-150	\$24,595.44	\$163.97
151-200	\$28,756.35	\$143.78
201-250	\$32,462.72	\$129.85
251-300	\$35,842.98	\$119.48
301-350	\$38,974.12	\$111.35
351-400	\$41,906.69	\$104.77
401-450	\$44,676.02	\$99.28
451-500	\$47,308.00	\$94.62
501-600	\$52,234.05	\$87.06
601-700	\$56,797.07	\$81.14
701-800	\$61,070.71	\$76.34
801-900	\$65,106.46	\$72.34
901-1,000	\$68,942.04	\$68.94
1,001-1,250	\$77,827.91	\$62.26
1,251-1,500	\$85,931.92	\$57.29
1,501-1,750	\$93,438.68	\$53.39
1,751-2,000	\$100,469.38	\$50.23
2,001-2,250	\$107,108.74	\$47.60
2,251-2,500	\$113,418.77	\$45.37
2,501-2,750	\$119,446.55	\$43.44
2,751-3,000	\$125,228.77	\$41.74
3,001-4,000	\$146,414.25	\$36.60
4,001-5,000	\$165,285.42	\$33.06
5,001-6,000	\$182,496.16	\$30.42
6,001-7,000	\$198,438.49	\$28.35
7,001-8,000	\$213,369.79	\$26.67
8,001-9,000	\$227,469.99	\$25.27
9,001-10,000	\$240,870.79	\$24.09
10,001-15,000	\$300,230.30	\$20.02
15,001-20,000	\$351,021.52	\$17.55
20,001-25,000	\$396,264.30	\$15.85



## Price Proposal

Respondent: \_\_\_DigitalEra Group, LLC\_\_\_\_\_

Solution Proposed: Darktrace\_\_\_\_\_

Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for **initial** term: Darktrace/ NETWORK (Platform)

<u>Tier (IPs)</u>	<u>Price (Annual)</u>	<u>Unit (Monthly Unit Cost)</u>
<u>2-50</u>	<u>\$15,518.25</u>	<u>\$310.36</u>
<u>51-100</u>	<u>\$19,732.59</u>	<u>\$197.33</u>
<u>101-150</u>	<u>\$24,595.44</u>	<u>\$163.97</u>
<u>151-200</u>	<u>\$28,756.35</u>	<u>\$143.78</u>
<u>201-250</u>	<u>\$32,462.72</u>	<u>\$129.85</u>
<u>251-300</u>	<u>\$35,842.98</u>	<u>\$119.48</u>
<u>301-350</u>	<u>\$38,974.12</u>	<u>\$111.35</u>
<u>351-400</u>	<u>\$41,906.69</u>	<u>\$104.77</u>
<u>401-450</u>	<u>\$44,676.02</u>	<u>\$99.28</u>
<u>451-500</u>	<u>\$47,308.00</u>	<u>\$94.62</u>
<u>501-600</u>	<u>\$52,234.05</u>	<u>\$87.06</u>
<u>601-700</u>	<u>\$56,797.07</u>	<u>\$81.14</u>
<u>701-800</u>	<u>\$61,070.71</u>	<u>\$76.34</u>
<u>801-900</u>	<u>\$65,106.46</u>	<u>\$72.34</u>
<u>901-1,000</u>	<u>\$68,942.04</u>	<u>\$68.94</u>
<u>1,001-1,250</u>	<u>\$77,827.91</u>	<u>\$62.26</u>
<u>1,251-1,500</u>	<u>\$85,931.92</u>	<u>\$57.29</u>
<u>1,501-1,750</u>	<u>\$93,438.68</u>	<u>\$53.39</u>
<u>1,751-2,000</u>	<u>\$100,469.38</u>	<u>\$50.23</u>
<u>2,001-2,250</u>	<u>\$107,108.74</u>	<u>\$47.60</u>
<u>2,251-2,500</u>	<u>\$113,418.77</u>	<u>\$45.37</u>
<u>2,501-2,750</u>	<u>\$119,446.55</u>	<u>\$43.44</u>
<u>2,751-3,000</u>	<u>\$125,228.77</u>	<u>\$41.74</u>
<u>3,001-4,000</u>	<u>\$146,414.25</u>	<u>\$36.60</u>
<u>4,001-5,000</u>	<u>\$165,285.42</u>	<u>\$33.06</u>
<u>5,001-6,000</u>	<u>\$182,496.16</u>	<u>\$30.42</u>
<u>6,001-7,000</u>	<u>\$198,438.49</u>	<u>\$28.35</u>
<u>7,001-8,000</u>	<u>\$213,369.79</u>	<u>\$26.67</u>
<u>8,001-9,000</u>	<u>\$227,469.99</u>	<u>\$25.27</u>
<u>9,001-10,000</u>	<u>\$240,870.79</u>	<u>\$24.09</u>
<u>10,001-15,000</u>	<u>\$300,230.30</u>	<u>\$20.02</u>

15,001-20,000	\$351,021.52	\$17.55
20,001-25,000	\$396,264.30	\$15.85

Tiered, not to exceed pricing for **initial** term: Darktrace/ ENDPOINT (Platform)

Tier	Price (Annual)	Unit (Annual)
2-100	N/A	N/A
101-125	\$13,317.23	\$106.54
126-150	\$15,631.14	\$104.21
151-175	\$17,898.50	\$102.28
176-200	\$20,126.78	\$100.63
201-250	\$24,486.63	\$97.95
251-300	\$28,741.25	\$95.80
301-350	\$32,910.30	\$94.03
351-400	\$37,007.46	\$92.52
401-450	\$41,042.80	\$91.21
451-500	\$45,024.01	\$90.05
501-600	\$52,847.04	\$88.08
601-700	\$60,512.74	\$86.45
701-800	\$68,046.28	\$85.06
801-900	\$75,466.13	\$83.85
901-1,000	\$82,786.44	\$82.79
1,001-1,250	\$100,719.60	\$80.58
1,251-1,500	\$118,219.90	\$78.81
1,501-1,750	\$135,386.22	\$77.36
1,751-2,000	\$152,220.88	\$76.11
2,001-2,250	\$168,819.25	\$75.03
2,251-2,500	\$185,194.92	\$74.08
2,501-2,750	\$201,372.81	\$73.23
2,751-3,000	\$217,373.02	\$72.46
3,001-3,500	\$248,903.94	\$71.12
3,501-4,000	\$279,891.24	\$69.97
4,001-4,500	\$310,410.94	\$68.98
4,501-5,000	\$340,521.18	\$68.10
5,001-6,000	\$399,687.61	\$66.61
6,001-7,000	\$457,664.09	\$65.38
7,001-8,000	\$514,640.97	\$64.33
8,001-9,000	\$570,758.09	\$63.42
9,001-10,000	\$626,122.32	\$62.61
10,001-15,000	\$894,109.22	\$59.61
15,001-20,000	\$1,151,262.19	\$57.56

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20,001-25,000	\$1,400,648.21	\$56.03
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Tiered, not to exceed pricing for **initial** term: Darktrace/ EMAIL (Platform)

Tier	Price	Unit
2-100	N/A	N/A
101-125	\$18,124.17	\$144.99
126-150	\$20,417.90	\$136.12
151-175	\$22,582.26	\$129.04
176-200	\$24,641.72	\$123.21
201-250	\$28,510.93	\$114.04
251-300	\$32,119.17	\$107.06
301-350	\$35,523.90	\$101.50
351-400	\$38,763.61	\$96.91
401-450	\$41,865.62	\$93.03
451-500	\$44,850.22	\$89.70
501-600	\$50,526.30	\$84.21
601-700	\$55,882.25	\$79.83
701-800	\$60,978.60	\$76.22
801-900	\$65,858.33	\$73.18
901-1,000	\$70,553.38	\$70.55
1,001-1,250	\$81,631.58	\$65.31
1,251-1,500	\$91,962.56	\$61.31
1,501-1,750	\$101,710.90	\$58.12
1,751-2,000	\$110,986.72	\$55.49
2,001-2,250	\$119,868.29	\$53.27
2,251-2,500	\$128,413.72	\$51.37
2,501-2,750	\$136,667.63	\$49.70
2,751-3,000	\$144,665.27	\$48.22
3,001-3,500	\$160,000.26	\$45.71
3,501-4,000	\$174,591.96	\$43.65
4,001-4,500	\$188,563.45	\$41.90
4,501-5,000	\$202,006.16	\$40.40
5,001-6,000	\$227,571.30	\$37.93
6,001-7,000	\$251,694.60	\$35.96
7,001-8,000	\$274,648.63	\$34.33
8,001-9,000	\$296,627.03	\$32.96
9,001-10,000	\$317,773.61	\$31.78
10,001-15,000	\$414,200.93	\$27.61
15,001-20,000	\$499,886.07	\$24.99
20,001-25,000	\$578,377.53	\$23.14

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Tiered, not to exceed pricing for **initial** term: Darktrace/ Attack Surface Management (Platform)

Tier	Price (Annual)	Unit (Annual)
2-25	<u>\$13,167.00</u>	\$526.68
26-50	<u>\$16,104.21</u>	\$322.08
51-75	<u>\$20,089.17</u>	\$267.86
76-100	<u>\$23,501.25</u>	\$235.01
101-125	<u>\$26,542.15</u>	\$212.34
126-150	<u>\$29,316.60</u>	\$195.44
151-175	<u>\$31,887.44</u>	\$182.21
176-200	<u>\$34,295.93</u>	\$171.48
201-250	<u>\$38,733.58</u>	\$154.93
251-300	<u>\$42,782.41</u>	\$142.61
301-350	<u>\$46,534.10</u>	\$132.95
351-400	<u>\$50,048.87</u>	\$125.12
401-450	<u>\$53,368.84</u>	\$118.60
451-500	<u>\$56,524.84</u>	\$113.05
501-600	<u>\$62,433.38</u>	\$104.06
601-700	<u>\$67,908.31</u>	\$18.81
701-800	<u>\$73,037.51</u>	\$91.30
801-900	<u>\$77,882.42</u>	\$86.54
901-1000	<u>\$82,488.04</u>	\$82.49
1,001-1,250	<u>\$93,161.40</u>	\$74.53
1,251-1500	<u>\$102,899.57</u>	\$68.60
1,501-1750	<u>\$111,923.08</u>	\$63.96
1,751-2000	<u>\$120,376.76</u>	\$60.19
2,001-2,250	<u>\$128,361.89</u>	\$57.05
2,251-2,500	<u>\$90,635.10</u>	\$36.25
2,501-2,750	<u>\$95,470.20</u>	\$34.72
2,751-3,000	<u>\$100,109.19</u>	\$33.37
3,001-4,000	<u>\$117,112.44</u>	\$29.28
4,001-5,000	<u>\$132,265.96</u>	\$26.45
5,001-6,000	<u>\$146,091.72</u>	\$24.35
6,001-7,000	<u>\$158,902.85</u>	\$22.70
7,001-8,000	<u>\$170,904.97</u>	\$21.36
8,001-9,000	<u>\$182,241.87</u>	\$20.25
9,001-10,000	<u>\$193,018.85</u>	\$19.30
10,001-15,000	<u>\$240,781.05</u>	\$16.05
15,001-20,000	<u>\$281,677.00</u>	\$14.08
20,001-25,000	<u>\$318,123.99</u>	\$12.72

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This screenshot provides an alternative format showcasing Darktrace's NTE pricing structure. Please let us know if you have any questions about bundled discounting when purchasing multiple products.

PLATFORM: NETWORK AND CLOUD(NETWORK)				PLATFORM: EMAIL				PLATFORM: ENDPOINT				ASM			
IPs		Annual Price	Appliance Size	Active Users		Annual Price	Max Mail Volume	Active Users		Annual Price		Confirmed Assets		Annual Price	
From	To			From	To			From	To			From	To		
2	50	\$ 15,518.25	1 Small Only	2	25	NA		2	25	NA		2	25	\$ 13,167.00	
51	100	\$ 19,732.39	1 Small Only	26	50	NA		26	50	NA		26	50	\$ 16,104.21	
101	150	\$ 24,595.44	1 Small Only	51	75	NA		51	75	NA		51	75	\$ 20,089.17	
151	200	\$ 28,756.35	1 Small Only	76	100	NA		76	100	NA		76	100	\$ 23,501.25	
201	250	\$ 32,462.72	1 Small Only	101	125	\$ 18,124.17	<12k Daily	101	125	\$ 13,317.23		101	125	\$ 26,542.15	
251	300	\$ 35,842.98	1 Small Only	126	150	\$ 20,417.90	<12k Daily	126	150	\$ 15,631.14		126	150	\$ 29,316.60	
301	350	\$ 38,974.12	1 Small Only	151	175	\$ 22,582.26	<12k Daily	151	175	\$ 17,898.50		151	175	\$ 31,887.44	
351	400	\$ 41,906.69	1 Small Only	176	200	\$ 24,641.72	<12k Daily	176	200	\$ 20,126.78		176	200	\$ 34,295.93	
401	450	\$ 44,676.02	1 Small Only	201	250	\$ 28,510.93	<12k Daily	201	250	\$ 24,486.63		201	250	\$ 38,733.58	
451	500	\$ 47,308.00	1 Small Only	251	300	\$ 32,119.17	<12k Daily	251	300	\$ 28,741.25		251	300	\$ 42,782.41	
501	600	\$ 52,234.05	1 Small Only	301	350	\$ 35,523.90	<20 Daily	301	350	\$ 32,910.30		301	350	\$ 46,534.10	
601	700	\$ 56,797.07	1 Small Only	351	400	\$ 38,763.61	<20 Daily	351	400	\$ 37,007.46		351	400	\$ 50,048.87	
701	800	\$ 61,070.71	1 Small Only	401	450	\$ 41,865.62	<20 Daily	401	450	\$ 41,042.80		401	450	\$ 53,368.84	
801	900	\$ 65,106.46	1 Small Only	451	500	\$ 44,850.22	<20 Daily	451	500	\$ 45,024.01		451	500	\$ 56,524.84	
901	1,000	\$ 68,942.04	1 Small Only	501	600	\$ 50,526.30	<20 Daily	501	600	\$ 52,847.04		501	600	\$ 62,433.38	
1,001	1,250	\$ 77,827.91	1 Small Only	601	700	\$ 55,882.25	<20 Daily	601	700	\$ 60,512.74		601	700	\$ 67,908.31	
1,251	1,500	\$ 85,931.92	1 Small Only	701	800	\$ 60,978.60	<20 Daily	701	800	\$ 68,046.28		701	800	\$ 73,037.51	
1,501	1,750	\$ 93,438.68	1 Small Only	801	900	\$ 65,858.33	<20 Daily	801	900	\$ 75,466.13		801	900	\$ 77,882.42	
1,751	2,000	\$ 100,469.38	1 Small Only	901	1,000	\$ 70,553.38	<20 Daily	901	1,000	\$ 82,786.44		901	1,000	\$ 82,488.04	
2,001	2,250	\$ 107,108.74	1 Medium	1,001	1,250	\$ 81,631.58	<50k Daily	1,001	1,250	\$ 100,719.60		1,001	1,250	\$ 93,161.40	
2,251	2,500	\$ 113,418.77	1 Medium	1,251	1,500	\$ 91,962.56	<50k Daily	1,251	1,500	\$ 118,219.90		1,251	1,500	\$ 102,899.57	
2,501	2,750	\$ 119,446.55	1 Medium	1,501	1,750	\$ 101,710.90	<50k Daily	1,501	1,750	\$ 135,368.22		1,501	1,750	\$ 111,923.08	
2,751	3,000	\$ 125,228.77	1 Medium	1,751	2,000	\$ 110,986.72	<50k Daily	1,751	2,000	\$ 152,220.88		1,751	2,000	\$ 120,376.76	
3,001	4,000	\$ 146,414.25	1 Medium	2,001	2,250	\$ 119,868.29	<50k Daily	2,001	2,250	\$ 168,819.25		2,001	2,250	\$ 128,361.89	
4,001	5,000	\$ 165,285.42	1 X2	2,251	2,500	\$ 128,413.72	<100k Daily	2,251	2,500	\$ 185,194.92		2,251	2,500	\$ 90,635.10	
5,001	6,000	\$ 182,496.16	1 X2	2,501	2,750	\$ 136,667.63	<100k Daily	2,501	2,750	\$ 201,372.81		2,501	2,750	\$ 95,470.20	
6,001	7,000	\$ 198,438.49	1 X2	2,751	3,000	\$ 144,665.27	<100k Daily	2,751	3,000	\$ 217,373.02		2,751	3,000	\$ 100,109.19	
7,001	8,000	\$ 213,369.79	1 X2	3,001	3,500	\$ 160,000.26	<100k Daily	3,001	3,500	\$ 248,903.94		3,001	4,000	\$ 117,112.44	
8,001	9,000	\$ 227,469.99	1 X2	3,501	4,000	\$ 174,591.96	<100k Daily	3,501	4,000	\$ 279,891.24		4,001	5,000	\$ 132,265.96	
9,001	10,000	\$ 240,870.79	1 X2	4,001	4,500	\$ 188,563.45	<180k Daily	4,001	4,500	\$ 310,410.94		5,001	6,000	\$ 146,091.72	
10,001	15,000	\$ 300,230.30		4,501	5,000	\$ 202,006.16	<180k Daily	4,501	5,000	\$ 340,521.18		6,001	7,000	\$ 158,902.85	
15,001	20,000	\$ 351,021.52		5,001	6,000	\$ 227,571.30	<180k Daily	5,001	6,000	\$ 399,687.61		7,001	8,000	\$ 170,904.97	
20,001	25,000	\$ 396,264.30		6,001	7,000	\$ 251,694.60	<250k Daily	6,001	7,000	\$ 457,664.09		8,001	9,000	\$ 182,241.87	
25,001	30,000			7,001	8,000	\$ 274,648.63	<250k Daily	7,001	8,000	\$ 514,640.97		9,001	10,000	\$ 193,018.85	
30,001	35,000			8,001	9,000	\$ 296,627.03	<250k Daily	8,001	9,000	\$ 570,758.09		10,001	15,000	\$ 240,781.05	
35,001	45,000			9,001	10,000	\$ 317,773.61	<250k Daily	9,001	10,000	\$ 626,122.32		15,001	20,000	\$ 281,677.00	
45,001	55,000			10,001	15,000	\$ 414,200.93	<500k Daily	10,001	15,000	\$ 894,109.22		20,001	25,000	\$ 318,123.99	
55,001	65,000			15,001	20,000	\$ 499,886.07	<500k Daily	15,001	20,000	\$ 1,151,262.19		25,001	30,000		
65,001	75,000			20,001	25,000	\$ 578,377.53	<500k Daily	20,001	25,000	\$ 1,400,648.21		30,001	35,000		
75,001	85,000			25,001	30,000			25,001	30,000			35,001	45,000		

Bundle Discount:

Platform Products	Discount
2 Products Purchased	3%
3 Products Purchased	8%
4 Products Purchased	14%