Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Exhibit B

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Axonius Cybersecurity Asset Management

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

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

Tier	Price	Unit
1,000-2,499	$61.43	
2,500-4,999	$46.80	
5,000-9,999	$35.10	
10,000-14,999	$23.97	
15,000-24,999	$21.37	
25,000-39,999	$19.86	
40,000-59,999	$16.11	
60,000-99,999	$13.46	
100,000+	$10.80	

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

Name	Description	Price	Unit
Anxonius Managed Services		$96 annually	Per device
Anxonius Managed Services		$8 monthly	Per device
PS Support		$175	hour

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco Identity Services Engine

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

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

Tier	Price	Unit
Cisco ISE Premier for 100 to 999 Endpoints	$412.16	Per Endpoint per 12 months
Cisco ISE Premier for 1,000 to 4,999 Endpoints	$51.29	Per Endpoint per 12 months
Cisco ISE Premier for more than 5,000 Endpoints	$31.43	Per Endpoint per 12 months

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

Name	Description	Price	Unit
AS ISE PDI Small	AS ISE Limited Production Service for Small Deployment	$131,000	Plan Design Implement Service

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Respondent: ConvergeOne, Inc.

Solution Proposed: Zscaler Zero Trust Network Segmentation

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

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-ESSPLATFORM	Per User / Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (	$90.00
ZSPLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)	$180
ZCES-SUPESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUPPLUS	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUPPREM-ADV	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUPPREMADV-PLUS	% of List Price	Annual Premium Support Advanced Plus: (% of List Price) 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	20%
ZCES-SUPPREM-INCTRYADD-ON	% of List Price	Remote Deployment Services – Essential (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 15 Education Units. Targeted for customers with fewer than 2,500 users.	5%

Zero Trust Device Segmentation	$108,000.00	Per Site Per Year

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

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS -RM - 1	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Advanced 3.) Risk360 Advanced	
ZS -RM - 2	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$85.50
ZS -RM - 3	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$121.50
ZS -RM - UVM	Per User / Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De - duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	$45.00
ZT -WKLD - GB - STD	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) (Per Year / Per GB of monthly traffic)	$5.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT -WKLD - GB - ADV	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, PrivateAccess, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)	$22.50
ZT-WKLDGBADV-PLUS	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	$33.75
ZTSDWANADV	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site. (Per Site / Per Year)	$3,600.00
ZTSDWANADV-PLUSUPGRADE	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	$1,800.00
ZTSDWAN400	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site.	$4,320.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		(Devices and Data Transfer are aggregated across all sites).	
ZTSDWAN600	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site.(Devices and Data Transfer are aggregated across all sites).	$6,480.00
ZTSDWAN800	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	$10,800.00
ZTSDWAN400-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	$720.00
ZTSDWAN600-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	$2,880.00
ZTSDWAN800-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site;	$7,200.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		has to be ordered with ZT SD-WAN 800 SKUs	
ZTSDWANDEV	Per Device / Per Year	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	$90.00
ZTSDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	$18.00
ZS-ZPA-1	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes one of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	$45.00
ZS-ZPA-2	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	$85.50
ZCES-DEPESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users	$7,200.00
ZCES-DEPESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users	$14,400.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-DEPADV	Per Unit	t Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	$28,800.00
ZCES-DEPENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$64,800.00
ZCES-DEPENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students	$122,400.00
ZCES-PROCREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users	$270.00
ZCES-EDUCREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription	$270.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDUONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent:ConvergeOne, Inc._____

Solution Proposed: _Palo Alto Networks IoT Subscriptions_____

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

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

Tier	Price	Unit
Small NGFW IoT Subscription	$319	1.7 Gbps throughput
Medium NGFW IoT Subscription	$10,685	14 Gbps throughput
Large NGFW IoT Subscription	$27,795	53.7 Gbps throughput

Note: IOT Subscriptions must be associated with NGFW or Prisma Access

Subscription

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cylance Endpoint Security

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
Tier 1 1-500	$21.02	Per device/endpoint
Tier 2 501-5,000	$15.94	Per device/endpoint
Tier 3 5,001-10,000	$11.96	Per device/endpoint
Tier 4 10,000+	$11.64	Per device/endpoint

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco Secure Endpoint

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
Secure Endpoint Advantage for 100 to 499 users	$44.58	Per endpoint per 12 months
Secure Endpoint Advantage for 500 to 999 users	$36.74	Per endpoint per 12 months
Secure Endpoint Advantage for 1,000 to 4,999 users	$45.02	Per endpoint per 12 months
Secure Endpoint Advantage for 5,000 to 9,999 users	$41.34	Per endpoint per 12 months
Secure Endpoint Advantage for over 10,000 users	$32.89	Per endpoint per 12 months

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

Name	Description	Price	Unit
Secure MDR for 500 to 999 Endpoints	Managed Detection and Response for Endpoints	$67.01	Per Endpoint per 12 months
Secure MDR for 1,000 to 4,999 Endpoints	Managed Detection and Response for Endpoints	$53.61	Per Endpoint per 12 months
Secure MDR for 5,000 to 9,999 Endpoints	Managed Detection and Response for Endpoints	$50.93	Per Endpoint per 12 months
Secure MDR for over 10,000 Endpoints	Managed Detection and Response for Endpoints	$48.38	Per Endpoint per 12 months

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

	and guidance for PANW products		
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$143,990	20000

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Palo Alto Networks Cortex XDR ___

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
Cortex XDR Pro Small	$10,115	200 endpoints
Cortex XDR Pro Medium	$178,500	5,000 endpoints
Cortex XDR Pro Large	$654,500	20,000 endpoints

Table – Volume Pricing Logic per Cortex XDR Pro Endpoint Tenant

Lower Bound	Upper Bound	Built in Volume Discount (%)
200	999	0
1,000	4,999	30
5,000	9,999	40
10,000	24,999	45
25,000	49,000	50
50,000	99,999	55
100,000	99,999,999,998	60

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$2,618	200
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$39,270	5000
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$143,990	20000

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Axonius Cybersecurity Asset Management

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

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

Tier	Price	Unit
1,000-2,499	$61.43	
2,500-4,999	$46.80	
5,000-9,999	$35.10	
10,000-14,999	$23.97	
15,000-24,999	$21.37	
25,000-39,999	$19.86	
40,000-59,999	$16.11	
60,000-99,999	$13.46	
100,000+	$10.80	

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

Name	Description	Price	Unit
Anxonius Managed Services		$96 annually	Per device
Anxonius Managed Services		$8 monthly	Per device
PS Support		$175	hour

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: __ Palo Alto Networks Cortex Xpanse

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

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

Tier	Price	Unit
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$67,000	1000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$203,500	25000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$431,000	100000

Note: Xpanse is priced per Asset Under Management (AUM). AUM are calculated as the sum of (1) number of distinct IP addresses, (2) number of distinct SSL signing certificates, (3) number of distinct fully qualified domain names, (4) number of distinct open services directly attributable to customers, and (5) number of distinct cloud resources. Quotes are also rounded up to the nearest hundred AUM.

Table 1. Volume Discount Tiers

	# AUM Purchased		% Vol. Discount
	Low AUM	High AUM	
Tier 1	1,000	20,000	0%
Tier 2	20,001	40,000	18%
Tier 3	40,001	65,000	34%
Tier 4	65,001	100,000	47%
Tier 5	100,001	150,000	58%
Tier 6	150,001	250,000	68%
Tier 7	250,001	400,000	76%
Tier 8	400,001	650,000	82%
Tier 9	650,001	1,000,000	87%
Tier 10	1,000,001	-	91%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

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

Name	Description	Price	Unit
Customer Success Small	Domain expert providing post-sales engagement and guidance for PANW products	$14,740	Annual
Customer Success Medium	Domain expert providing post-sales engagement and guidance for PANW products	$44,770	Annual
Customer Success Large	Domain expert providing post-sales engagement and guidance for PANW products	$94,820	Annual

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco Secure Email

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
Secure Email Cloud Advantage for 100 to 499 users	$25.03	Per user per 12 months
Secure Email Cloud Advantage for 500 to 999 users	$31.34	Per user per 12 months
Secure Email Cloud Advantage for 1,000 to 4,999 users	$29.58	Per user per 12 months
Secure Email Cloud Advantage for 5,000 to 9,999 users	$23.95	Per user per 12 months
Secure Email Cloud Advantage for over 10,000 users	$22.33	Per user per 12 months

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Palo Alto Networks Cortex XSIAM

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
Small	$171,201 annually	1000 knowledge workers - 100 GB
Medium	$764,901 annually	5000 knowledge workers - 500 GB
Large	$4,191,401 annually	20000 knowledge workers - 5000 GB

Note: The XSIAM Enterprise subscription is an Analytics subscription tier that must be bundled with the XSIAM Base Ingestion subscription.

- The subscription is licensed by the number of knowledge workers.
- It includes (1) Cortex XDR Pro endpoint agent per knowledge workers.
- It also includes automation, orchestration, data ingestion from any source, analytics detections for endpoint, network and identity data, and 30 days of data retention.

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco XDR

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
XDR Advantage with Enhanced Support for 100 to 999 users	$103	Per user per 12 months
XDR Advantage with Enhanced Support for 1,000 to 9,999 users	$90.36	Per user per 12 months
XDR Advantage with Enhanced Support for more than 10,000 users	$83.73	Per user per 12 months

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

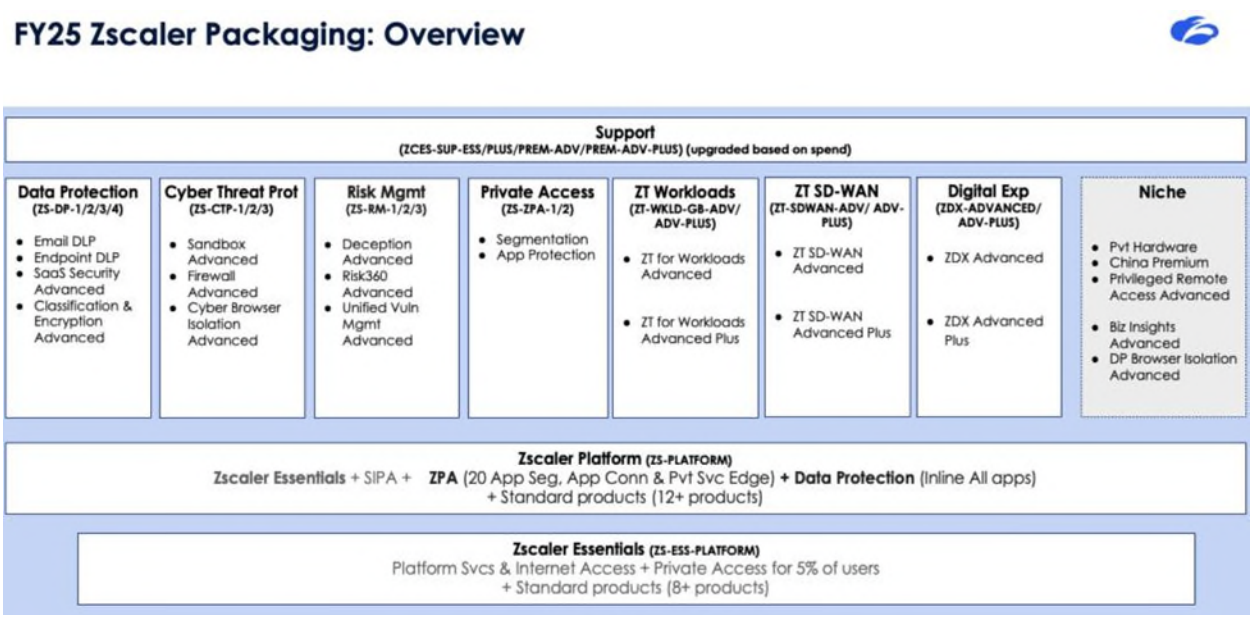
Name	Description	Price	Unit
XDR Premier with Enhanced Support for 100 to 999 users	Managed XDR for 100 to 999 users	$311.60	Per user per 12 months
XDR Premier with Enhanced Support for 1,000 to 9,999 users	Managed XDR for 1,000 to 9,999 users	$231.81	Per user per 12 months
XDR Premier with Enhanced Support for more than 10,000 users	Managed XDR for more than 10,000 users	$214.99	Per user per 12 months

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Respondent: ConvergeOne, Inc.

Solution Proposed: Zscaler Zero Trust Exchange

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



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User ! Per Year)	$90.00
ZS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User ! Per Year)	$180.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-PLUS	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-PREM-ADV	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-PREM-ADV-PLUS	% of List Price	Annual Premium Support Advanced Plus: (% of List Price) 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	20%
ZCES-SUP-PREM-IN-CTRY-ADD-ON	% of List Price	Remote Deployment Services – Essential (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 15 Education Units. Targeted for customers with fewer than 2,500 users.	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-DP-1	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes one of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$85.50
ZS-DP-3	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes three of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$121.50
ZS-DP-4	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes all of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$153.00
ZS-DP-INLINE-ALL-APPS	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	$45.00
ZS-DP-ISO-ADV	Per User ! Per Year	Annual Subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases. (Per User / Per Year)	$90.00
ZS-CTP-1	Per User ! Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-2	Per User ! Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$85.50
ZS-CTP-3	Per User ! Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes all of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$121.50
ZS-CTP-ISO-UNLTD	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk based and managed devices. (Per User / Per Year)	$135.00
ZS-RM-1	Per User ! Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$45.00
ZS-RM-2	Per User ! Per Year	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$85.50
ZS-RM-3	Per User ! Per Year	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$121.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-RM-UVM	Per User ! Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	$45.00
ZT-WKLD-GB-STD	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) (Per Year / Per GB of monthly traffic)	$5.40
ZT-WKLD-GB-ADV	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, Private Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)	$22.50
ZT-WKLD-GB-ADV-PLUS	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	$33.75
ZT-SDWAN-ADV	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site. (Per Site / Per Year)	$3,600.00
ZT-SDWAN-ADV-PLUS-UPGRADE	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	$1,800.00
ZT-SDWAN-400	Per Device ! Per Year	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	$4,320.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-SDWAN-600	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site.(Devices and Data Transfer are aggregated across all sites).	$6,480.00
ZT-SDWAN-800	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	$10,800.00
ZT-SDWAN-400-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	$720.00
ZT-SDWAN-600-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	$2,880.00
ZT-SDWAN-800-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	$7,200.00
ZT-SDWAN-DEV	Per Device / Per Year	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	$90.00
ZT-SDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	$18.00
ZS-ZPA-1	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes one of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	$45.00
ZS-ZPA-2	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	$85.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ZPA-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access. (Per User / Per Year)	$90.00
ZS-PRA-ADV	Per User ! Per Year	Annual Subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard / File Transfer, Credential Mapping, Session Recording (10 hrs monthly) (Per User / Per Year)	$432.00
ZDX-ADVANCED	Per User ! Per Year	Annual subscription to ZDX Advanced. Includes: 30 configurable user probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook intergrations.	$67.50
ZDX-ADV-PLUS	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (max probes per user is 30), Software process monitoring and incident reporting, ZDX Co-pilot Essentials, ZDX Hosted Monitoring: (1 Hosted Monitoring Probe Location per 1,000 users)	$112.50
ZS-BIZ-INSIGHTS-ADV	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis	$54.00
ZS-SIPA	Per User ! Per Year	Annaul subscription to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level)	$13.50
ZS-TEST-ENV	Per Tenant ! Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users)	$36,000.00
ZS-TEST-ENV-ESS	Per Tenant ! Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements	$18,000.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		of the production environment. (Available for customers with fewer than 5000 users)	
ZSC-PRI-CAT	Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains	$45,000.00
ZIA-SVC-EDGE-3	Per Device / Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces. Requires separate approval.	$22,500.00
ZIA-SVC-EDGE-5	Per Device / Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces. Requires separate approval.	$45,000.00
ZSC-PRIV-LB	Per Device / Per Year	Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee. Requires separate approvals.	$22,500.00
EDU-ZIA-SVC-EDGE-ESS	Per User / Per Year	Annual subscription to Zscaler Internet Access Essentials for Education Features include SIP, file type controls, Inline AV/AS, reputation phishing and command & control blocks, Advanced Threat Protection, Web 2.0, SSL/TLS Inspection, Bandwidth Control, Web Access Control, NSS, Mobile controls & reporting (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$9.00
EDU-ZIA-SVC-EDGE-ADV	Per User / Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$14.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

EDU-ZIA-SVC-EDGE-DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	$2.70
ZCES-DEP-ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	$7,200.00
ZCES-DEP-ESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	$14,400.00
ZCES-DEP-ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	$28,800.00
ZCES-DEP-ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$64,800.00
ZCES-DEP-ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$122,400.00
ZCES-PRO-CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	$270.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90
ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$239.40
ZS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$153.90
ZS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$93.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$79.20
ZS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$58.50
ZS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	$270.00
ZS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$173.70
ZS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$105.30
ZS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$89.10
ZS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	$65.70
ZCES-SUP-FED-ESS-GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-FED-PLUS-GCM-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCM-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-FED-ESS-GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-FED-PLUS-GCH-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCH-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-DP-1-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$60.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$36.90
ZS-DP-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$23.40
ZS-DP-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$18.90
ZS-DP-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$14.40
ZS-DP-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$67.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$42.30
ZS-DP-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$26.10
ZS-DP-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$21.60
ZS-DP-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$17.10
ZS-DP-2-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$113.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$74.70
ZS-DP-2-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$45.90
ZS-DP-2-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$38.70
ZS-DP-2-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$29.70
ZS-DP-2-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$128.70

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$84.60
ZS-DP-2-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$52.20
ZS-DP-2-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$43.20
ZS-DP-2-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$33.30
ZS-DP-INLINE-ALL-APPS-GCM-1	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZS-DP-INLINE-ALL-APPS-GCM-1000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	
ZS-DP-INLINE-ALL-APPS-GCM-10000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$23.40
ZS-DP-INLINE-ALL-APPS-GCM-25000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$18.90
ZS-DP-INLINE-ALL-APPS-GCM-100000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$14.40
ZS-DP-INLINE-ALL-APPS-GCH-1	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$67.50
ZS-DP-INLINE-ALL-APPS-GCH-1000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$42.30
ZS-DP-INLINE-ALL-APPS-GCH-10000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications	$26.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	
ZS-DP-INLINE-ALL-APPS-GCH-25000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$21.60
ZS-DP-INLINE-ALL-APPS-GCH-100000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud High. (Per User ! Per Year)	$17.10
ZS-DP-ISO-ADV-GCM-1	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$119.70
ZS-DP-ISO-ADV-GCM-1000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$74.70
ZS-DP-ISO-ADV-GCM-10000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$45.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-ISO-ADV-GCM-25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$38.70
ZS-DP-ISO-ADV-GCM-100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$29.70
ZS-DP-ISO-ADV-GCH-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-DP-ISO-ADV-GCH-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$84.60
ZS-DP-ISO-ADV-GCH-10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$52.20
ZS-DP-ISO-ADV-GCH-25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in	$43.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		GovCloud High. (Per User ! Per Year)	
ZS-DP-ISO-ADV-GCH-100000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud High. (Per User ! Per Year)	$33.30
ZS-CTP-1-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$60.30
ZS-CTP-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$33.30
ZS-CTP-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$20.70

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$17.10
ZS-CTP-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$13.50
ZS-CTP-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$67.50
ZS-CTP-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$37.80
ZS-CTP-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$23.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$19.80
ZS-CTP-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$15.30
ZS-CTP-2-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$113.40
ZS-CTP-2-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$66.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-2-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$42.30
ZS-CTP-2-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$35.10
ZS-CTP-2-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$27.00
ZS-CTP-2-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$128.70

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-2-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$74.70
ZS-CTP-2-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$47.70
ZS-CTP-2-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$38.70
ZS-CTP-2-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$30.60
ZS-CTP-3-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced	$162.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-3-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$99.00
ZS-CTP-3-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$63.00
ZS-CTP-3-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$52.20
ZS-CTP-3-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$40.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-3-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$182.70
ZS-CTP-3-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$112.50
ZS-CTP-3-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$71.10
ZS-CTP-3-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$58.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-3-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$45.00
ZS-CTP-ISO-UNLTD-GCM-1	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$180.00
ZS-CTP-ISO-UNLTD-GCM-1000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$100.80
ZS-CTP-ISO-UNLTD-GCM-10000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZS-CTP-ISO-UNLTD-GCM-25000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$51.30
ZS-CTP-ISO-UNLTD-GCM-100000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk,	$41.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		managed devices for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	
ZS-CTP-ISO-UNLTD-GCH-1	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$202.50
ZS-CTP-ISO-UNLTD-GCH-1000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$113.40
ZS-CTP-ISO-UNLTD-GCH-10000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$68.40
ZS-CTP-ISO-UNLTD-GCH-25000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$58.50
ZS-CTP-ISO-UNLTD-GCH-100000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud High. (Per User ! Per Year)	$46.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-RM-1-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$60.30
ZS-RM-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$27.90
ZS-RM-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$16.20
ZS-RM-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$14.40
ZS-RM-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$10.80
ZS-RM-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1 to 999 users in GovCloud High. (Per User / Per Year)	$67.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-RM-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$31.50
ZS-RM-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$18.90
ZS-RM-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$16.20
ZS-RM-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 100000+ users in GovCloud High. (Per User / Per Year)	$11.70
ZS-RM-UVM-GCM-1	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 1 to 999 users in GovCloud Moderate. (Per Asset ! Per Year)	$60.30
ZS-RM-UVM-GCM-1000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 1000 to 9999 users in GovCloud Moderate. (Per Asset ! Per Year)	$28.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-RM-UVM-GCM-10000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 10000 to 24999 users in GovCloud Moderate. (Per Asset ! Per Year)	$18.00
ZS-RM-UVM-GCM-25000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 25000 to 99999 users in GovCloud Moderate. (Per Asset ! Per Year)	$16.20
ZS-RM-UVM-GCM-100000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 100000+ users in GovCloud Moderate. (Per Asset ! Per Year)	$11.70
ZS-RM-UVM-GCH-1	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 1 to 999 users in GovCloud High. (Per Asset ! Per Year)	$67.50
ZS-RM-UVM-GCH-1000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 1000 to 9999 users in GovCloud High. (Per Asset ! Per Year)	$32.40
ZS-RM-UVM-GCH-10000	Per User ! Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 10000 to 24999	$19.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		users in GovCloud High. (Per Asset / Per Year)	
ZS-RM-UVM-GCH-25000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 25000 to 99999 users in GovCloud High. (Per Asset / Per Year)	$18.00
ZS-RM-UVM-GCH-100000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings for 100000+ users in GovCloud High. (Per Asset / Per Year)	$12.60
ZT-WKLD-GB-STD-GCM-1	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1 to 999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	$7.20
ZT-WKLD-GB-STD-GCM-1000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	$5.40
ZT-WKLD-GB-STD-GCM-10000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	$4.50
ZT-WKLD-GB-STD-GCM-25000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud	$3.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Connector (where available) for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	
ZT-WKLD-GB-STD-GCM-100000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 100000+ GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$3.60
ZT-WKLD-GB-STD-GCH-1	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1 to 999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$8.10
ZT-WKLD-GB-STD-GCH-1000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1000 to 9999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$6.30
ZT-WKLD-GB-STD-GCH-10000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 10000 to 24999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$4.50
ZT-WKLD-GB-STD-GCH-25000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 25000 to 99999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$4.50
ZT-WKLD-GB-STD-GCH-100000	Per Year ! Per GB of	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes	$4.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

	monthly traffic	Stateful filtering & Cloud Connector (where available) for 100000+ GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	
ZT-WKLD-GB-ADV-GCM-1	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1 to 999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$29.70
ZT-WKLD-GB-ADV-GCM-1000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1000 to 9999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$18.90
ZT-WKLD-GB-ADV-GCM-10000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 10000 to 24999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$13.50
ZT-WKLD-GB-ADV-GCM-25000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 25000 to 99999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$10.80
ZT-WKLD-GB-ADV-GCM-100000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 100000+ GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$10.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-WKLD-GB-ADV-GCH-1	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1 to 999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$34.20
ZT-WKLD-GB-ADV-GCH-1000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1000 to 9999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$21.60
ZT-WKLD-GB-ADV-GCH-10000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 10000 to 24999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$15.30
ZT-WKLD-GB-ADV-GCH-25000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 25000 to 99999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$11.70
ZT-WKLD-GB-ADV-GCH-100000	Per Year ! Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 100000+ GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$11.70
ZT-WKLD-GB-ADV-PLUS-GCM-1	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-WKLD-GB-ADV-PLUS-GCM-1000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$24.30
ZT-WKLD-GB-ADV-PLUS-GCM-10000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$16.20
ZT-WKLD-GB-ADV-PLUS-GCM-25000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$12.60
ZT-WKLD-GB-ADV-PLUS-GCM-100000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$12.60
ZT-WKLD-GB-ADV-PLUS-GCH-1	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$50.40
ZT-WKLD-GB-ADV-PLUS-GCH-1000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$27.90
ZT-WKLD-GB-ADV-PLUS-GCH-10000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$18.00
ZT-WKLD-GB-ADV-PLUS-GCH-25000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$13.50
ZT-WKLD-GB-ADV-PLUS-GCH-100000	Per Year ! Per GB of monthly traffic	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$13.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-SDWAN-ADV-GCM-1	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site in GovCloud Moderate. (Per Site / Per Year)	$574.20
ZT-SDWAN-ADV-GCH-1	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site in GovCloud High. (Per Site / Per Year)	$648.00
ZT-SDWAN-ADV-PLUS-GCM-1	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features in GovCloud Moderate. (Per Site / Per Year)	$2,394.00
ZT-SDWAN-ADV-PLUS-GCH-1	Per Site ! Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features in GovCloud High. (Per Site / Per Year)	$2,700.00
ZT-SDWAN-400-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 400 appliance for up to 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly aggregated data transfer per site in GovCloud Moderate. (Per Box / Per Year)	$5,745.60
ZT-SDWAN-400-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 400 appliance for up to 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly aggregated data transfer per site in GovCloud High. (Per Box / Per Year)	$6,480.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-SDWAN-600-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly aggregated data transfer per site in GovCloud Moderate. (Per Box / Per Year)	$8,618.40
ZT-SDWAN-600-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly aggregated data transfer per site in GovCloud High. (Per Box / Per Year)	$9,720.00
ZT-SDWAN-800-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site in GovCloud Moderate. (Per Box / Per Year)	$14,364.00
ZT-SDWAN-800-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD- WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site in GovCloud High. (Per Box / Per Year)	$16,200.00
ZT-SDWAN-400-HA-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs in GovCloud Moderate. (Per Box / Per Year)	$957.60
ZT-SDWAN-400-HA-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs in GovCloud High. (Per Box / Per Year)	$1,080.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-SDWAN-600-HA-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs in GovCloud Moderate. (Per Box / Per Year)	$3,830.40
ZT-SDWAN-600-HA-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs in GovCloud High. (Per Box / Per Year)	$4,320.00
ZT-SDWAN-800-HA-GCM-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs in GovCloud Moderate. (Per Box / Per Year)	$9,576.00
ZT-SDWAN-800-HA-GCH-1	Per Box ! Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs in GovCloud High. (Per Box / Per Year)	$10,800.00
ZT-SDWAN-DEV-GCM-1	Per Device ! Per Year	Annual subscription for Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device) in GovCloud Moderate. (Per Device / Per Year)	$119.70
ZT-SDWAN-DEV-GCH-1	Per Device ! Per Year	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device) in GovCloud High. (Per Device / Per Year)	$135.00
ZT-SDWAN-GB-GCM-1	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$24.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZT-SDWAN-GB-GCM-1000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$18.90
ZT-SDWAN-GB-GCM-10000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$13.50
ZT-SDWAN-GB-GCM-25000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$11.70
ZT-SDWAN-GB-GCM-100000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud Moderate. (Price Per Year ! Per GB of monthly traffic)	$11.70
ZT-SDWAN-GB-GCH-1	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$27.00
ZT-SDWAN-GB-GCH-1000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$21.60
ZT-SDWAN-GB-GCH-10000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$15.30
ZT-SDWAN-GB-GCH-25000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$13.50
ZT-SDWAN-GB-GCH-100000	Per GB ! Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud High. (Price Per Year ! Per GB of monthly traffic)	$13.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ZPA-1-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZS-ZPA-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$49.50
ZS-ZPA-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$27.90
ZS-ZPA-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$24.30
ZS-ZPA-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$19.80
ZS-ZPA-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$67.50
ZS-ZPA-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$55.80
ZS-ZPA-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$31.50
ZS-ZPA-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$27.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ZPA-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 100000+ users in GovCloud High. (Per User ! Per Year)	$22.50
ZS-ZPA-2-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$113.40
ZS-ZPA-2-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$99.90
ZS-ZPA-2-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$55.80
ZS-ZPA-2-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$47.70
ZS-ZPA-2-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$40.50
ZS-ZPA-2-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$128.70
ZS-ZPA-2-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$112.50
ZS-ZPA-2-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$63.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ZPA-2-GCH-25000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$54.00
ZS-ZPA-2-GCH-100000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year)	$45.00
ZS-ZPA-PLATFORM-GCM-1	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ZPA-PLATFORM-GCM-1000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$75.60
ZS-ZPA-PLATFORM-GCM-10000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$49.50
ZS-ZPA-PLATFORM-GCM-25000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$42.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ZPA-PLATFORM-GCM-100000	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$32.40
ZS-ZPA-PLATFORM-GCH-1	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$135.00
ZS-ZPA-PLATFORM-GCH-1000	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$85.50
ZS-ZPA-PLATFORM-GCH-10000	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$55.80
ZS-ZPA-PLATFORM-GCH-25000	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$47.70
ZS-ZPA-PLATFORM-GCH-100000	Per User ! Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs,	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Source IP Anchoring, ZDX Standard, Browser-based access for 100000+ users in GovCloud High. (Per User ! Per Year)	
ZS-PRA-ADV-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard ! File Transfer, Credential Mapping, Session Recording (10 hrs monthly) users in GovCloud Moderate. (Per System ! Per Year)	$574.20
ZS-PRA-ADV-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard ! File Transfer, Credential Mapping, Session Recording (10 hrs monthly) in GovCloud High. (Per System ! Per Year)	$648.00
ZDX-ADVANCED-GCM-1	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$90.00
ZDX-ADVANCED-GCM-1000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZDX-ADVANCED-GCM-10000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$40.50
ZDX-ADVANCED-GCM-25000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing	$34.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		(25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	
ZDX-ADVANCED-GCM-100000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$26.10
ZDX-ADVANCED-GCH-1	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$101.70
ZDX-ADVANCED-GCH-1000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$68.40
ZDX-ADVANCED-GCH-10000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$45.00
ZDX-ADVANCED-GCH-25000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$37.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZDX-ADVANCED-GCH-100000	Per User ! Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 100000+ users in GovCloud High. (Per User ! Per Year)	$29.70
ZDX-ADVANCED-PLUS-GCM-1	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$149.40
ZDX-ADVANCED-PLUS-GCM-1000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$117.00
ZDX-ADVANCED-PLUS-GCM-10000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$83.70
ZDX-ADVANCED-PLUS-GCM-25000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$69.30
ZDX-ADVANCED-PLUS-GCM-100000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user),	$54.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Software process monitoring and reporting, ZDX Co-pilot Essentials for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	
ZDX-ADVANCED-PLUS-GCH-1	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$169.20
ZDX-ADVANCED-PLUS-GCH-1000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$132.30
ZDX-ADVANCED-PLUS-GCH-10000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$94.50
ZDX-ADVANCED-PLUS-GCH-25000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$78.30
ZDX-ADVANCED-PLUS-GCH-100000	Per User ! Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes ! per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 100000+ users in GovCloud High. (Per User ! Per Year)	$61.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-BIZ-INSIGHTS-ADV-GCM-1	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$72.00
ZS-BIZ-INSIGHTS-ADV-GCM-1000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$27.90
ZS-BIZ-INSIGHTS-ADV-GCM-10000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$19.80
ZS-BIZ-INSIGHTS-ADV-GCM-25000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$17.10
ZS-BIZ-INSIGHTS-ADV-GCM-100000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$13.50
ZS-BIZ-INSIGHTS-ADV-GCH-1	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$81.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-BIZ-INSIGHTS-ADV-GCH-1000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$31.50
ZS-BIZ-INSIGHTS-ADV-GCH-10000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$22.50
ZS-BIZ-INSIGHTS-ADV-GCH-25000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$18.90
ZS-BIZ-INSIGHTS-ADV-GCH-100000	Per User ! Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 100000+ users in GovCloud High. (Per User ! Per Year)	$14.40
ZS-SIPA-GCM-1	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$18.00
ZS-SIPA-GCM-1000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$12.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-SIPA-GCM-10000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$7.20
ZS-SIPA-GCM-25000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$6.30
ZS-SIPA-GCM-100000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$3.60
ZS-SIPA-GCH-1	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$20.70
ZS-SIPA-GCH-1000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$13.50
ZS-SIPA-GCH-10000	Per User ! Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 10000 to 24999	$9.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		users in GovCloud High. (Per User / Per Year)	
ZS-SIPA-GCH-25000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$7.20
ZS-SIPA-GCH-100000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 100000+ users in GovCloud High. (Per User / Per Year)	$4.50
ZS-TEST-ENV-GCM-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users) in GovCloud Moderate. (Per Year)	$47,880.00
ZS-TEST-ENV-GCH-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users) in GovCloud High. (Per Year)	$54,000.00
ZS-TEST-ENV-ESS-GCM-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment. (Available for customers with fewer than 5000 users) in GovCloud Moderate. (Per Year)	$23,940.00
ZS-TEST-ENV-ESS-GCH-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment. (Available for	$27,000.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		customers with fewer than 5000 users) in GovCloud High. (Per Year)	
ZSC-PRI-CAT-GCM-1	Per Unit ! Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains in GovCloud Moderate. (Per Unit ! Per Year)	$59,850.00
ZSC-PRI-CAT-GCH-1	Per Unit ! Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains in GovCloud High. (Per Unit ! Per Year)	$67,500.00
ZIA-SVC-EDGE-3-GCM-1	Per Unit ! Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces in GovCloud Moderate. (Per Unit ! Per Year) Requires separate approval	$29,925.00
ZIA-SVC-EDGE-3-GCH-1	Per Unit ! Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces in GovCloud High. (Per Unit ! Per Year) Requires separate approval	$33,750.00
ZIA-SVC-EDGE-5-GCM-1	Per Unit ! Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces in GovCloud Moderate. (Per Unit ! Per Year) Requires separate approval	$59,850.00
ZIA-SVC-EDGE-5-GCH-1	Per Unit ! Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces in GovCloud High. (Per Unit ! Per Year) Requires separate approval	$67,500.00
ZSC-PRIV-LB-GCM-1	Per Unit ! Per Year	Annual subscription to Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee in GovCloud	$29,925.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Moderate. (Per Unit ! Per Year) Requires separate approval	
ZSC-PRIV-LB-GCH-1	Per Unit ! Per Year	Annual subscription to Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee in GovCloud High. (Per Unit ! Per Year) Requires separate approval	$33,750.00
ZCES-PRO-SVC-H-GCM-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCM-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCM-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCM-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCM-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours).*	$164,700.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	
ZCES-PRO-ADVISORY-GCM-1	Per Unit / Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-ONSITE-FED-GCM-1	Per Unit ! Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00
ZCES-PRO-SVC-H-GCH-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCH-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCH-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCH-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCH-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-ADVISORY-GCH-1	Per Unit / Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: _ ConvergeOne, Inc.

Solution Proposed: _ Palo Alto Networks Prisma Access _

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

Note: Example of **not to exceed pricing** is shown below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects **not to exceed**, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes

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

Tier	Price	Unit
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$78,010	200 users
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$239,710	1,000 users
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$725,730	5,000 users

Number of Units Purchased	% Volume Discount
200-499	0
500-999	10
1,000-2,499	25
2,500-4,999	35
5,000-9,999	40
10,000-24,999	45
25,000+	50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco Secure Access

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

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

Tier	Price	Unit
Secure Internet Access and Private Access Advantage with Enhanced Support for 100 to 499 users	$236.32	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 500 to 999 users	$193.56	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 1,000 to 4,999 users	$180.17	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 5,000 to 9,999 users	$154.71	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for more 10,000 users	$143.41	Per user per 12 months

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Axonius Cybersecurity Asset Management

Service Category: Service Category 12: IT Service Management (ITSM)

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

Tier	Price	Unit
1,000-2,499	$61.43	
2,500-4,999	$46.80	
5,000-9,999	$35.10	
10,000-14,999	$23.97	
15,000-24,999	$21.37	
25,000-39,999	$19.86	
40,000-59,999	$16.11	
60,000-99,999	$13.46	
100,000+	$10.80	

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

Name	Description	Price	Unit
Anxonius Managed Services		$96 annually	Per device
Anxonius Managed Services		$8 monthly	Per device
PS Support		$175	hour

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Axonius Cybersecurity Asset Management

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Price	Unit
1,000-2,499	$61.43	
2,500-4,999	$46.80	
5,000-9,999	$35.10	
10,000-14,999	$23.97	
15,000-24,999	$21.37	
25,000-39,999	$19.86	
40,000-59,999	$16.11	
60,000-99,999	$13.46	
100,000+	$10.80	

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

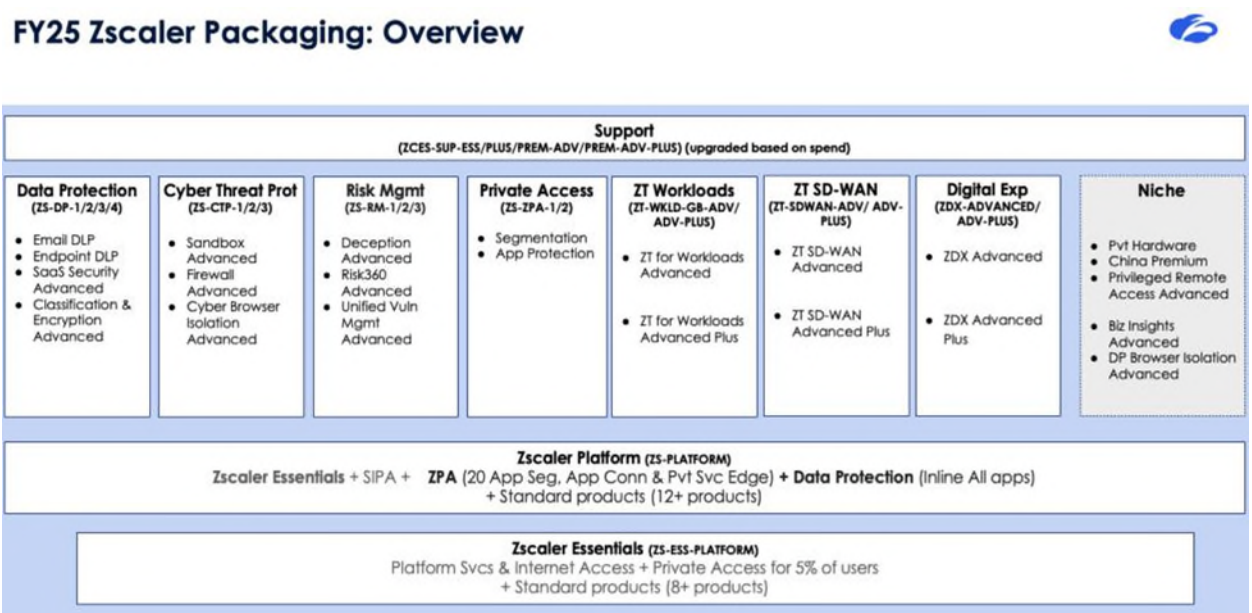
Name	Description	Price	Unit
Anxonius Managed Services		$96 annually	Per device
Anxonius Managed Services		$8 monthly	Per device
PS Support		$175	hour

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Respondent: ConvergeOne, Inc.

Solution Proposed: Zscaler Unified Vulnerability Management

Service Category: Service Category 13: Vulnerability Assessment and Management



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User ! Per Year)	$90.00
ZS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User ! Per Year)	$180.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-PLUS	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-PREM-ADV	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-PREM-ADV-PLUS	% of List Price	Annual Premium Support Advanced Plus: (% of List Price) 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	20%
ZCES-SUP-PREM-IN-CTRY-ADD-ON	% of List Price	Remote Deployment Services – Essential (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 15 Education Units. Targeted for customers with fewer than 2,500 users.	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-RM-1	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-RM-2	Per User ! Per Year	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$85.50
ZS-RM-3	Per User ! Per Year	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	$121.50
ZS-RM-UVM	Per User ! Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	$45.00
EDU-ZIA-SVC-EDGE-ESS	Per User ! Per Year	Annual subscription to Zscaler Internet Access Essentials for Education Features include SIP, file type controls, Inline AV/AS, reputation phishing and command & control blocks, Advanced Threat Protection, Web 2.0, SSL/TLS Inspection, Bandwidth Control, Web Access Control, NSS, Mobile controls & reporting (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$9.00
EDU-ZIA-SVC-EDGE-ADV	Per User ! Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$14.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

EDU-ZIA-SVC-EDGE-DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	$2.70
ZCES-DEP-ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	$7,200.00
ZCES-DEP-ESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	$14,400.00
ZCES-DEP-ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	$28,800.00
ZCES-DEP-ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$64,800.00
ZCES-DEP-ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$122,400.00
ZCES-PRO-CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	$270.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90
ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$239.40
ZS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$153.90
ZS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$93.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$79.20
ZS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$58.50
ZS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	$270.00
ZS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$173.70
ZS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$105.30
ZS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$89.10
ZS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	$65.70
ZCES-SUP-FED-ESS-GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-FED-PLUS-GCM-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCM-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-FED-ESS-GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-FED-PLUS-GCH-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCH-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZCES-PRO-SVC-H-GCM-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCM-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365	$13,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		days of purchase. (US Citizen Required)	
ZCES-PRO-FOUNDATIONS-GCM-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCM-1	Per Unit / Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCM-1	Per Unit / Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00
ZCES-PRO-ADVISORY-GCM-1	Per Unit / Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-RES-12-TEAM-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00
ZCES-PRO-SVC-H-GCH-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCH-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-FOUNDATIONS-GCH-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCH-1	Per Unit / Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCH-1	Per Unit / Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00
ZCES-PRO-ADVISORY-GCH-1	Per Unit / Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80*	$432,000.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)	
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: _ Palo Alto Networks Cortex XSIAM __

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for **initial** term:
Note: Example of not to exceed pricing is shown. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects not to exceed, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

Tier	Price	Unit
Small	$171,201 annually	1000 knowledge workers - 100 GB
Medium	$764,901 annually	5000 knowledge workers - 500 GB
Large	$4,191,401 annually	20000 knowledge workers - 5000 GB

Note: The XSIAM Enterprise subscription is an Analytics subscription tier that must be bundled with the XSIAM Base Ingestion subscription.

- The subscription is licensed by the number of knowledge workers.
- It includes (1) Cortex XDR Pro endpoint agent per knowledge workers.
- It also includes automation, orchestration, data ingestion from any source, analytics detections for endpoint, network and identity data, and 30 days of data retention.

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: _ Palo Alto Networks Cortex XSOAR _

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

Note: Example of **not to exceed pricing** is below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects **not to exceed**, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

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

Tier	Price	Unit
XSOAR starter (XSOAR only without TIM, 2 named users) for Enterprise.	$106,250	Platform based cost - no tiers

Note: Cortex XSOAR is priced based on a platform cost therefore there is no volume based discounting for the scenarios above.

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

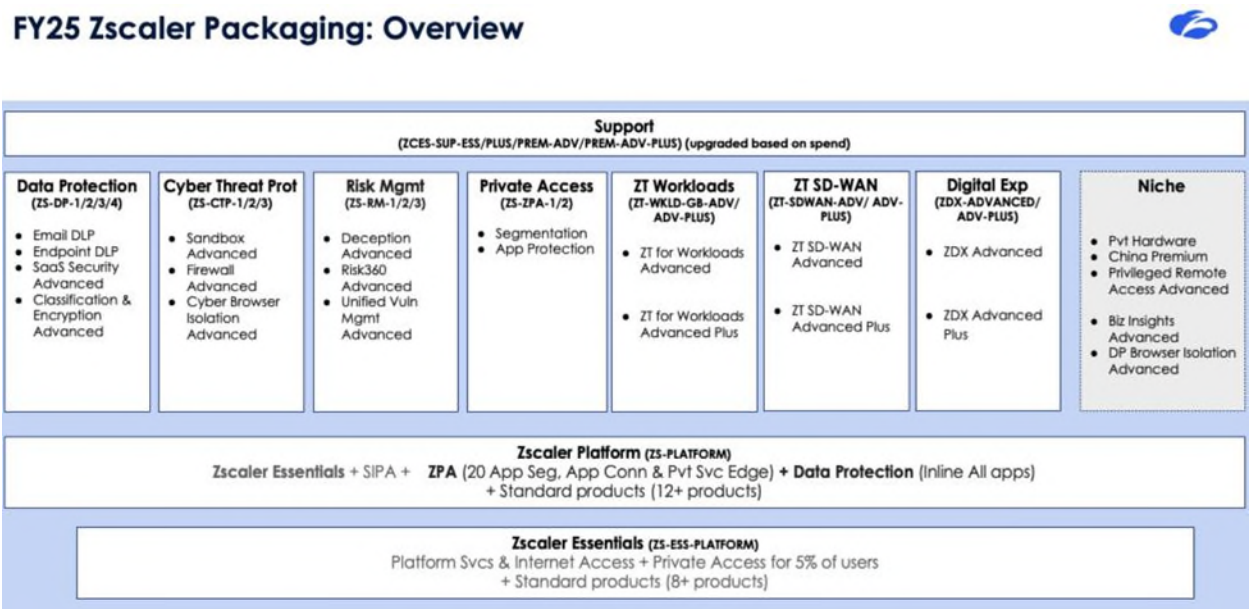
Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$23,375	

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Respondent: ConvergeOne, Inc.

Solution Proposed: Zscaler Zero Trust Exchange

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



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User ! Per Year)	$90.00
ZS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User ! Per Year)	$180.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-PLUS	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-PREM-ADV	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-PREM-ADV-PLUS	% of List Price	Annual Premium Support Advanced Plus: (% of List Price) 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	20%
ZCES-SUP-PREM-IN-CTRY-ADD-ON	% of List Price	Remote Deployment Services – Essential (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 15 Education Units. Targeted for customers with fewer than 2,500 users.	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-CTP-1	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-2	Per User ! Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$85.50
ZS-CTP-3	Per User ! Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes all of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$121.50
ZS-CTP-ISO-UNLTD	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk based and managed devices. (Per User / Per Year)	$135.00
EDU-ZIA-SVC-EDGE-ADV	Per User ! Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$14.40
EDU-ZIA-SVC-EDGE-DLP	Per User ! Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	$2.70
ZCES-DEP-ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	$7,200.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-DEP-ESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	$14,400.00
ZCES-DEP-ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	$28,800.00
ZCES-DEP-ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$64,800.00
ZCES-DEP-ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$122,400.00
ZCES-PRO-CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	$270.00
ZCES-EDU-CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90
ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler	$88.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90
ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User ! Per Year)	$28.80
ZS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$239.40
ZS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$153.90
ZS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$93.60
ZS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$79.20
ZS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$58.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	$270.00
ZS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$173.70
ZS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$105.30
ZS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$89.10
ZS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	$65.70
ZCES-SUP-FED-ESS-GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-FED-PLUS-GCM-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCM-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-FED-ESS-GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-FED-PLUS-GCH-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCH-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-CTP-1-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$60.30
ZS-CTP-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$33.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$20.70
ZS-CTP-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$17.10
ZS-CTP-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$13.50
ZS-CTP-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$67.50
ZS-CTP-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$37.80

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$23.40
ZS-CTP-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$19.80
ZS-CTP-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$15.30
ZS-CTP-2-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$113.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-2-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$66.60
ZS-CTP-2-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$42.30
ZS-CTP-2-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$35.10
ZS-CTP-2-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$27.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-2-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$128.70
ZS-CTP-2-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$74.70
ZS-CTP-2-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$47.70
ZS-CTP-2-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$38.70
ZS-CTP-2-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$30.60

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-3-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$162.00
ZS-CTP-3-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$99.00
ZS-CTP-3-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$63.00
ZS-CTP-3-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	$52.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		3.) Cyber Browser Isolation Advanced	
ZS-CTP-3-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud Moderate. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$40.50
ZS-CTP-3-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$182.70
ZS-CTP-3-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$112.50
ZS-CTP-3-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$71.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-3-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 25000 to 99999 users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$58.50
ZS-CTP-3-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud High. (Per User ! Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	$45.00
ZS-CTP-ISO-UNLTD-GCM-1	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$180.00
ZS-CTP-ISO-UNLTD-GCM-1000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$100.80
ZS-CTP-ISO-UNLTD-GCM-10000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZS-CTP-ISO-UNLTD-GCM-25000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet	$51.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	
ZS-CTP-ISO-UNLTD-GCM-100000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$41.40
ZS-CTP-ISO-UNLTD-GCH-1	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$202.50
ZS-CTP-ISO-UNLTD-GCH-1000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$113.40
ZS-CTP-ISO-UNLTD-GCH-10000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	$68.40
ZS-CTP-ISO-UNLTD-GCH-25000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$58.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-CTP-ISO-UNLTD-GCH-100000	Per User ! Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud High. (Per User ! Per Year)	$46.80
ZCES-PRO-SVC-H-GCM-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCM-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCM-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCM-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCM-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-ADVISORY-GCM-1	Per Unit / Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCM-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-SVC-H-GCH-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCH-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCH-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCH-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00
ZCES-PRO-PREMIER-GCH-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00
ZCES-PRO-ADVISORY-GCH-1	Per Unit ! Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

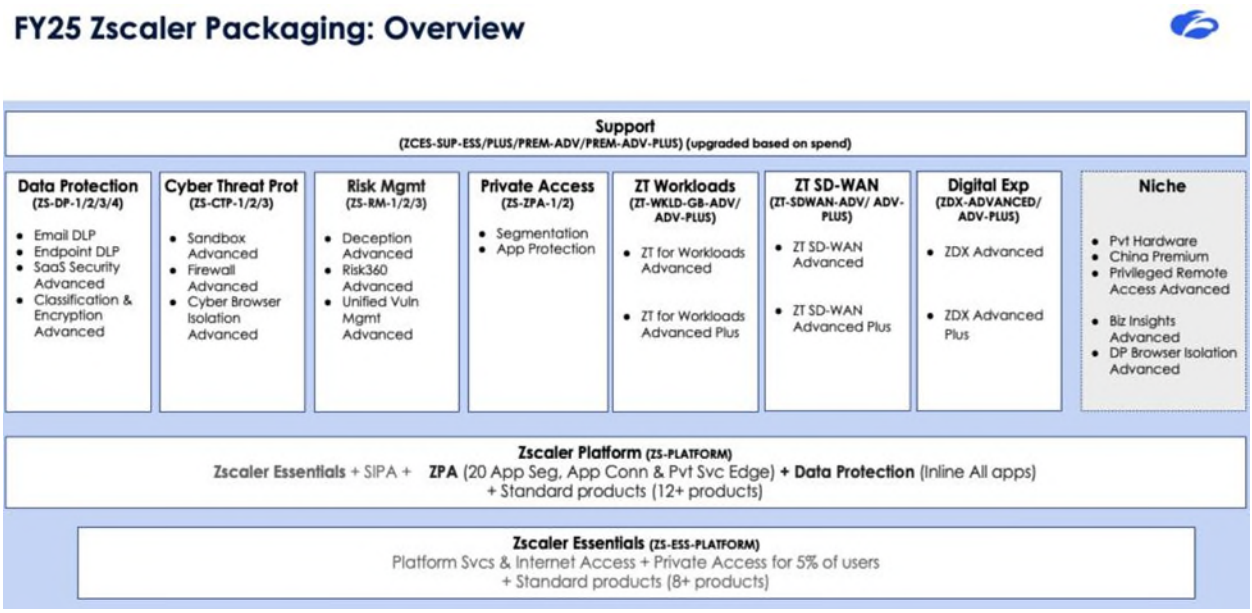
ZCES-PRO-RES-12-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCH-1	Per Unit / Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00
ZCES-EDU-CREDIT-FED-GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Respondent: ConvergeOne, Inc.

Solution Proposed: Zscaler Data Protection

Service Category: Service Category 15: Data Security



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User ! Per Year)	$90.00
ZS-PLATFORM	Per User ! Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User ! Per Year)	$180.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-PLUS	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-PREM-ADV	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-PREM-ADV-PLUS	% of List Price	Annual Premium Support Advanced Plus: (% of List Price) 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	20%
ZCES-SUP-PREM-IN-CTRY-ADD-ON	% of List Price	Remote Deployment Services – Essential (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 15 Education Units. Targeted for customers with fewer than 2,500 users.	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	Florida DSS (2025)
ZS-DP-1	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes one of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$45.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$85.50
ZS-DP-3	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes three of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$121.50
ZS-DP-4	Per User ! Per Year	Annual Subscription to Zscaler Data Protection that includes all of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	$153.00
ZS-DP-INLINE-ALL-APPS	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	$45.00
EDU-ZIA-SVC-EDGE-ADV	Per User ! Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	$14.40
EDU-ZIA-SVC-EDGE-DLP	Per User ! Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	$2.70

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-DEP-ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	$7,200.00
ZCES-DEP-ESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	$14,400.00
ZCES-DEP-ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	$28,800.00
ZCES-DEP-ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$64,800.00
ZCES-DEP-ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$122,400.00
ZCES-PRO-CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	$270.00
ZCES-EDU-CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90
ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-ESS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$119.70
ZS-ESS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$78.30
ZS-ESS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$44.10
ZS-ESS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-ESS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$26.10
ZS-ESS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-ESS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$88.20
ZS-ESS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$49.50
ZS-ESS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$41.40
ZS-ESS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	$28.80
ZS-PLATFORM-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	$239.40
ZS-PLATFORM-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	$153.90
ZS-PLATFORM-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	$93.60
ZS-PLATFORM-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999	$79.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		users in GovCloud Moderate. (Per User / Per Year)	
ZS-PLATFORM-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$58.50
ZS-PLATFORM-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	$270.00
ZS-PLATFORM-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$173.70
ZS-PLATFORM-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$105.30
ZS-PLATFORM-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	$89.10
ZS-PLATFORM-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	$65.70
ZCES-SUP-FED-ESS-GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-SUP-FED-PLUS-GCM-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCM-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%
ZCES-SUP-FED-ESS-GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%
ZCES-SUP-FED-PLUS-GCH-1	% of List Price	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%
ZCES-SUP-FED-PREM-ADV-GCH-1	% of List Price	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	Florida DSS (2025)
ZS-DP-1-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$60.30

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-1-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$36.90
ZS-DP-1-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$23.40
ZS-DP-1-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$18.90
ZS-DP-1-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$14.40
ZS-DP-1-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$67.50

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-1-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$42.30
ZS-DP-1-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$26.10
ZS-DP-1-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$21.60
ZS-DP-1-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$17.10
ZS-DP-2-GCM-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$113.40

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2-GCM-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$74.70
ZS-DP-2-GCM-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$45.90
ZS-DP-2-GCM-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$38.70
ZS-DP-2-GCM-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$29.70
ZS-DP-2-GCH-1	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$128.70

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-2-GCH-1000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$84.60
ZS-DP-2-GCH-10000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$52.20
ZS-DP-2-GCH-25000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$43.20
ZS-DP-2-GCH-100000	Per User ! Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	$33.30
ZS-DP-INLINE-ALL-APPS-GCM-1	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$60.30
ZS-DP-INLINE-ALL-APPS-GCM-1000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident	$36.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	
ZS-DP-INLINE-ALL-APPS-GCM-10000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$23.40
ZS-DP-INLINE-ALL-APPS-GCM-25000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud Moderate. (Per User ! Per Year)	$18.90
ZS-DP-INLINE-ALL-APPS-GCM-100000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud Moderate. (Per User ! Per Year)	$14.40
ZS-DP-INLINE-ALL-APPS-GCH-1	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud High. (Per User ! Per Year)	$67.50
ZS-DP-INLINE-ALL-APPS-GCH-1000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud High. (Per User ! Per Year)	$42.30
ZS-DP-INLINE-ALL-APPS-GCH-10000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications	$26.10

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud High. (Per User ! Per Year)	
ZS-DP-INLINE-ALL-APPS-GCH-25000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud High. (Per User ! Per Year)	$21.60
ZS-DP-INLINE-ALL-APPS-GCH-100000	Per User ! Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud High. (Per User ! Per Year)	$17.10
ZS-DP-ISO-ADV-GCM-1	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud Moderate. (Per User ! Per Year)	$119.70
ZS-DP-ISO-ADV-GCM-1000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud Moderate. (Per User ! Per Year)	$74.70
ZS-DP-ISO-ADV-GCM-10000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud Moderate. (Per User ! Per Year)	$45.90

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZS-DP-ISO-ADV-GCM-25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	$38.70
ZS-DP-ISO-ADV-GCM-100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud Moderate. (Per User / Per Year)	$29.70
ZS-DP-ISO-ADV-GCH-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud High. (Per User / Per Year)	$135.00
ZS-DP-ISO-ADV-GCH-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	$84.60
ZS-DP-ISO-ADV-GCH-10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	$52.20
ZS-DP-ISO-ADV-GCH-25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in	$43.20

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

		GovCloud High. (Per User ! Per Year)	
ZS-DP-ISO-ADV-GCH-100000	Per User ! Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt!SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud High. (Per User ! Per Year)	$33.30
ZCES-PRO-SVC-H-GCM-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCM-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCM-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCM-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-PREMIER-GCM-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00
ZCES-PRO-ADVISORY-GCM-1	Per Unit ! Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCM-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCM-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCM-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-CREDIT-FED-GCM-1	Per Unit ! Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCM-1	Per Unit ! Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00
ZCES-PRO-SVC-H-GCH-1	Per Unit ! Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	$387.00
ZCES-PRO-FED40-GCH-1	Per Unit ! Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	$13,500.00
ZCES-PRO-FOUNDATIONS-GCH-1	Per Unit ! Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	$45,000.00
ZCES-PRO-ENTERPRISE-GCH-1	Per Unit ! Per Year	*Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$85,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-PRO-PREMIER-GCH-1	Per Unit ! Per Year	*Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)*	$164,700.00
ZCES-PRO-ADVISORY-GCH-1	Per Unit ! Per Year	*Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)*	$252,000.00
ZCES-PRO-RES-12-GCH-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-TEAM-GCH-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)*	$432,000.00
ZCES-PRO-RES-12-SPECIAL-ACCESS-GCH-1	Per Unit ! Per Year	*Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)*	$472,500.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

ZCES-EDU-CREDIT-FED-GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	$270.00
ZCES-EDU-ONSITE-FED-GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	$6,525.00

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Prisma SASE / Strata Data Loss Prevention / Cortex XDR / Prisma Cloud

Service Category: Service Category 15: Data Security

Note: Example of not to exceed pricing is below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects not to exceed, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

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

Tier	Price	Unit
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$84,250	200 users
Cortex XDR Pro Small	$10,115	200 endpoints
Prisma Cloud Enterprise Edition includes the complete Cloud Native Application Protection Platform (CNAPP) solution including Cloud Code Security, CSPM, CWPP, CNS, CIEM, Data Security & Web App/API Security. It also includes Prisma Cloud Standard Success.	$29,400	100 Credits. Prisma Cloud Credits are applied toward cloud security plans and standalone modules. Once the Prisma Cloud Credits are loaded into your account, they can be used to enable Prisma Cloud plans and/or individual product modules from within the Prisma Cloud console.
DLP in Motion	$263.50	Up to 1.7 Gbps throughput

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Varonis Data Security Platform

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
101-250	$305.75	ACGD-101-250CS
251-500	$232.82	ACGD-251-500CS
501-750	$187.94	ACGD-501-750CS
751-1000	$173.91	ACGD-751-1000CS
1001-1500	$159.89	ACGD-1001-1500CS
1501-2000	$144.46	ACGD-1501-2000CS
2001-2500	$134.64	ACGD-2001-2500CS
2501-4000	$126.23	ACGD-2501-4000CS
4001-6000	$117.81	ACGD-4001-6000CS
6001-8000	$109.40	ACGD-6001-8000CS
8001-10K	$103.79	ACGD-8001-10KCS
10-20K	$98.18	ACGD-10K-20KCS
20-35K	$92.57	ACGD-20K-35KCS
35-50K	$89.76	ACGD-35K-50KCS
50-100K	$86.96	ACGD-50K-100KCS
100-150K	$84.15	ACGD-100K-150KCS
150K+	$82.75	ACGD-150K+CS
101-250	$305.75	ACBX-101-250CS
251-500	$232.82	ACBX-251-500CS
501-750	$187.94	ACBX-501-750CS
751-1000	$173.91	ACBX-751-1000CS
1001-1500	$159.89	ACBX-1001-1500CS
1501-2000	$144.46	ACBX-1501-2000CS
2001-2500	$134.64	ACBX-2001-2500CS
2501-4000	$126.23	ACBX-2501-4000CS
4001-6000	$117.81	ACBX-4001-6000CS
6001-8000	$109.40	ACBX-6001-8000CS
8001-10K	$103.79	ACBX-8001-10KCS
10-20K	$98.18	ACBX-10K-20KCS
20-35K	$92.57	ACBX-20K-35KCS
35-50K	$89.76	ACBX-35K-50KCS
50-100K	$86.96	ACBX-50K-100KCS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

100-150K	$84.15	ACBX-100K-150KCS
150K+	$82.75	ACBX-150K+CS
101-250	$305.75	ACSF-101-250CS
251-500	$232.82	ACSF-251-500CS
501-750	$187.94	ACSF-501-750CS
751-1000	$173.91	ACSF-751-1000CS
1001-1500	$159.89	ACSF-1001-1500CS
1501-2000	$144.46	ACSF-1501-2000CS
2001-2500	$134.64	ACSF-2001-2500CS
2501-4000	$126.23	ACSF-2501-4000CS
4001-6000	$117.81	ACSF-4001-6000CS
6001-8000	$109.40	ACSF-6001-8000CS
8001-10K	$103.79	ACSF-8001-10KCS
10-20K	$98.18	ACSF-10K-20KCS
20-35K	$92.57	ACSF-20K-35KCS
35-50K	$89.76	ACSF-35K-50KCS
50-100K	$86.96	ACSF-50K-100KCS
100-150K	$84.15	ACSF-100K-150KCS
150K+	$82.75	ACSF-150K+CS
101-250	$183.45	ACGH-101-250CS
251-500	$139.69	ACGH-251-500CS
501-750	$112.76	ACGH-501-750CS
751-1000	$104.35	ACGH-751-1000CS
1001-1500	$95.93	ACGH-1001-1500CS
1501-2000	$86.67	ACGH-1501-2000CS
2001-2500	$80.78	ACGH-2001-2500CS
2501-4000	$75.74	ACGH-2501-4000CS
4001-6000	$70.69	ACGH-4001-6000CS
6001-8000	$65.64	ACGH-6001-8000CS
8001-10K	$62.27	ACGH-8001-10KCS
10-20K	$58.91	ACGH-10K-20KCS
20-35K	$55.54	ACGH-20K-35KCS
35-50K	$53.86	ACGH-35K-50KCS
50-100K	$52.17	ACGH-50K-100KCS
100-150K	$50.49	ACGH-100K-150KCS
150K+	$49.65	ACGH-150K+CS
101-250	$183.45	ACOK-101-250CS
251-500	$139.69	ACOK-251-500CS
501-750	$112.76	ACOK-501-750CS
751-1000	$104.35	ACOK-751-1000CS
1001-1500	$95.93	ACOK-1001-1500CS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

1501-2000	$86.67	ACOK-1501-2000CS
2001-2500	$80.78	ACOK-2001-2500CS
2501-4000	$75.74	ACOK-2501-4000CS
4001-6000	$70.69	ACOK-4001-6000CS
6001-8000	$65.64	ACOK-6001-8000CS
8001-10K	$62.27	ACOK-8001-10KCS
10-20K	$58.91	ACOK-10K-20KCS
20-35K	$55.54	ACOK-20K-35KCS
35-50K	$53.86	ACOK-35K-50KCS
50-100K	$52.17	ACOK-50K-100KCS
100-150K	$50.49	ACOK-100K-150KCS
150K+	$49.65	ACOK-150K+CS
101-250	$183.45	ACJR-101-250CS
251-500	$139.69	ACJR-251-500CS
501-750	$112.76	ACJR-501-750CS
751-1000	$104.35	ACJR-751-1000CS
1001-1500	$95.93	ACJR-1001-1500CS
1501-2000	$86.67	ACJR-1501-2000CS
2001-2500	$80.78	ACJR-2001-2500CS
2501-4000	$75.74	ACJR-2501-4000CS
4001-6000	$70.69	ACJR-4001-6000CS
6001-8000	$65.64	ACJR-6001-8000CS
8001-10K	$62.27	ACJR-8001-10KCS
10-20K	$58.91	ACJR-10K-20KCS
20-35K	$55.54	ACJR-20K-35KCS
35-50K	$53.86	ACJR-35K-50KCS
50-100K	$52.17	ACJR-50K-100KCS
100-150K	$50.49	ACJR-100K-150KCS
150K+	$49.65	ACJR-150K+CS
101-250	$183.45	ACSL-101-250CS
251-500	$139.69	ACSL-251-500CS
501-750	$112.76	ACSL-501-750CS
751-1000	$104.35	ACSL-751-1000CS
1001-1500	$95.93	ACSL-1001-1500CS
1501-2000	$86.67	ACSL-1501-2000CS
2001-2500	$80.78	ACSL-2001-2500CS
2501-4000	$75.74	ACSL-2501-4000CS
4001-6000	$70.69	ACSL-4001-6000CS
6001-8000	$65.64	ACSL-6001-8000CS
8001-10K	$62.27	ACSL-8001-10KCS
10-20K	$58.91	ACSL-10K-20KCS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

20-35K	$55.54	ACSL-20K-35KCS
35-50K	$53.86	ACSL-35K-50KCS
50-100K	$52.17	ACSL-50K-100KCS
100-150K	$50.49	ACSL-100K-150KCS
150K+	$49.65	ACSL-150K+CS
101-250	$183.45	ACZM-101-250CS
251-500	$139.69	ACZM-251-500CS
501-750	$112.76	ACZM-501-750CS
751-1000	$104.35	ACZM-751-1000CS
1001-1500	$95.93	ACZM-1001-1500CS
1501-2000	$86.67	ACZM-1501-2000CS
2001-2500	$80.78	ACZM-2001-2500CS
2501-4000	$75.74	ACZM-2501-4000CS
4001-6000	$70.69	ACZM-4001-6000CS
6001-8000	$65.64	ACZM-6001-8000CS
8001-10K	$62.27	ACZM-8001-10KCS
10-20K	$58.91	ACZM-10K-20KCS
20-35K	$55.54	ACZM-20K-35KCS
35-50K	$53.86	ACZM-35K-50KCS
50-100K	$52.17	ACZM-50K-100KCS
100-150K	$50.49	ACZM-100K-150KCS
150K+	$49.65	ACZM-150K+CS
101-250	$305.75	DACF-101-250CS
251-500	$232.82	DACF-251-500CS
501-750	$187.94	DACF-501-750CS
751-1000	$173.91	DACF-751-1000CS
1001-1500	$159.89	DACF-1001-1500CS
1501-2000	$144.46	DACF-1501-2000CS
2001-2500	$134.64	DACF-2001-2500CS
2501-4000	$126.23	DACF-2501-4000CS
4001-6000	$117.81	DACF-4001-6000CS
6001-8000	$109.40	DACF-6001-8000CS
8001-10K	$103.79	DACF-8001-10KCS
10-20K	$98.18	DACF-10K-20KCS
20-35K	$92.57	DACF-20K-35KCS
35-50K	$89.76	DACF-35K-50KCS
50-100K	$86.96	DACF-50K-100KCS
100-150K	$84.15	DACF-100K-150KCS
150K+	$82.75	DACF-150K+CS
101-250	$220.14	ECGD-101-250CS
251-500	$167.63	ECGD-251-500CS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

501-750	$135.31	ECGD-501-750CS
751-1000	$125.22	ECGD-751-1000CS
1001-1500	$115.12	ECGD-1001-1500CS
1501-2000	$104.01	ECGD-1501-2000CS
2001-2500	$96.94	ECGD-2001-2500CS
2501-4000	$90.88	ECGD-2501-4000CS
4001-6000	$84.82	ECGD-4001-6000CS
6001-8000	$78.76	ECGD-6001-8000CS
8001-10K	$74.73	ECGD-8001-10KCS
10-20K	$70.69	ECGD-10K-20KCS
20-35K	$66.65	ECGD-20K-35KCS
35-50K	$64.63	ECGD-35K-50KCS
50-100K	$62.61	ECGD-50K-100KCS
100-150K	$60.59	ECGD-100K-150KCS
150K+	$59.58	ECGD-150K+CS
101-250	$220.14	ECBX-101-250CS
251-500	$167.63	ECBX-251-500CS
501-750	$135.31	ECBX-501-750CS
751-1000	$125.22	ECBX-751-1000CS
1001-1500	$115.12	ECBX-1001-1500CS
1501-2000	$104.01	ECBX-1501-2000CS
2001-2500	$96.94	ECBX-2001-2500CS
2501-4000	$90.88	ECBX-2501-4000CS
4001-6000	$84.82	ECBX-4001-6000CS
6001-8000	$78.76	ECBX-6001-8000CS
8001-10K	$74.73	ECBX-8001-10KCS
10-20K	$70.69	ECBX-10K-20KCS
20-35K	$66.65	ECBX-20K-35KCS
35-50K	$64.63	ECBX-35K-50KCS
50-100K	$62.61	ECBX-50K-100KCS
100-150K	$60.59	ECBX-100K-150KCS
150K+	$59.58	ECBX-150K+CS
101-250	$76.44	PPC-101-250CS
251-500	$58.20	PPC-251-500CS
501-750	$46.98	PPC-501-750CS
751-1000	$43.48	PPC-751-1000CS
1001-1500	$39.97	PPC-1001-1500CS
1501-2000	$36.11	PPC-1501-2000CS
2001-2500	$33.66	PPC-2001-2500CS
2501-4000	$31.56	PPC-2501-4000CS
4001-6000	$29.45	PPC-4001-6000CS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

6001-8000	$27.35	PPC-6001-8000CS
8001-10K	$25.95	PPC-8001-10KCS
10-20K	$24.54	PPC-10K-20KCS
20-35K	$23.14	PPC-20K-35KCS
35-50K	$22.44	PPC-35K-50KCS
50-100K	$21.74	PPC-50K-100KCS
100-150K	$21.04	PPC-100K-150KCS
150K+	$20.69	PPC-150K+CS
101-250	$305.75	ACWS-101-250CS
251-500	$232.82	ACWS-251-500CS
501-750	$187.94	ACWS-501-750CS
751-1000	$173.91	ACWS-751-1000CS
1001-1500	$159.89	ACWS-1001-1500CS
1501-2000	$144.46	ACWS-1501-2000CS
2001-2500	$134.64	ACWS-2001-2500CS
2501-4000	$126.23	ACWS-2501-4000CS
4001-6000	$117.81	ACWS-4001-6000CS
6001-8000	$109.40	ACWS-6001-8000CS
8001-10K	$103.79	ACWS-8001-10KCS
10-20K	$98.18	ACWS-10K-20KCS
20-35K	$92.57	ACWS-20K-35KCS
35-50K	$89.76	ACWS-35K-50KCS
50-100K	$86.96	ACWS-50K-100KCS
100-150K	$84.15	ACWS-100K-150KCS
150K+	$82.75	ACWS-150K+CS
101-250	$220.14	ECSF-101-250CS
251-500	$167.63	ECSF-251-500CS
501-750	$135.31	ECSF-501-750CS
751-1000	$125.22	ECSF-751-1000CS
1001-1500	$115.12	ECSF-1001-1500CS
1501-2000	$104.01	ECSF-1501-2000CS
2001-2500	$96.94	ECSF-2001-2500CS
2501-4000	$90.88	ECSF-2501-4000CS
4001-6000	$84.82	ECSF-4001-6000CS
6001-8000	$78.76	ECSF-6001-8000CS
8001-10K	$74.73	ECSF-8001-10KCS
10-20K	$70.69	ECSF-10K-20KCS
20-35K	$66.65	ECSF-20K-35KCS
35-50K	$64.63	ECSF-35K-50KCS
50-100K	$62.61	ECSF-50K-100KCS
100-150K	$60.59	ECSF-100K-150KCS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

150K+	$59.58	ECSF-150K+CS
101-250	$305.75	ACS3-101-250CS
251-500	$232.82	ACS3-251-500CS
501-750	$187.94	ACS3-501-750CS
751-1000	$173.91	ACS3-751-1000CS
1001-1500	$159.89	ACS3-1001-1500CS
1501-2000	$144.46	ACS3-1501-2000CS
2001-2500	$134.64	ACS3-2001-2500CS
2501-4000	$126.23	ACS3-2501-4000CS
4001-6000	$117.81	ACS3-4001-6000CS
6001-8000	$109.40	ACS3-6001-8000CS
8001-10K	$103.79	ACS3-8001-10KCS
10-20K	$98.18	ACS3-10K-20KCS
20-35K	$92.57	ACS3-20K-35KCS
35-50K	$89.76	ACS3-35K-50KCS
50-100K	$86.96	ACS3-50K-100KCS
100-150K	$84.15	ACS3-100K-150KCS
150K+	$82.75	ACS3-150K+CS
101-250	$771.24	ECS3-101-250CS
251-500	$332.00	ECS3-251-500CS
501-750	$184.72	ECS3-501-750CS
751-1000	$129.36	ECS3-751-1000CS
1001-1500	$184.82	ECS3-1001-1500CS
1501-2000	$129.40	ECS3-1501-2000CS
2001-2500	$149.76	ECS3-2001-2500CS
2501-4000	$108.16	ECS3-2501-4000CS
4001-6000	$92.46	ECS3-4001-6000CS
6001-8000	$80.90	ECS3-6001-8000CS
8001-10K	$74.90	ECS3-8001-10KCS
10-20K	$66.58	ECS3-10K-20KCS
20-35K	$61.02	ECS3-20K-35KCS
35-50K	$53.90	ECS3-35K-50KCS
50-100K	$66.58	ECS3-50K-100KCS
100-150K	$55.48	ECS3-100K-150KCS
150K+	$48.08	ECS3-150K+CS
101-250	$305.75	ACAB-101-250CS
251-500	$232.82	ACAB-251-500CS
501-750	$187.94	ACAB-501-750CS
751-1000	$173.91	ACAB-751-1000CS
1001-1500	$159.89	ACAB-1001-1500CS
1501-2000	$144.46	ACAB-1501-2000CS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

2001-2500	$134.64	ACAB-2001-2500CS
2501-4000	$126.23	ACAB-2501-4000CS
4001-6000	$117.81	ACAB-4001-6000CS
6001-8000	$109.40	ACAB-6001-8000CS
8001-10K	$103.79	ACAB-8001-10KCS
10-20K	$98.18	ACAB-10K-20KCS
20-35K	$92.57	ACAB-20K-35KCS
35-50K	$89.76	ACAB-35K-50KCS
50-100K	$86.96	ACAB-50K-100KCS
100-150K	$84.15	ACAB-100K-150KCS
150K+	$82.75	ACAB-150K+CS
101-250	$771.24	ECAB-101-250CS
251-500	$332.00	ECAB-251-500CS
501-750	$184.72	ECAB-501-750CS
751-1000	$129.36	ECAB-751-1000CS
1001-1500	$184.82	ECAB-1001-1500CS
1501-2000	$129.40	ECAB-1501-2000CS
2001-2500	$149.76	ECAB-2001-2500CS
2501-4000	$108.16	ECAB-2501-4000CS
4001-6000	$92.46	ECAB-4001-6000CS
6001-8000	$80.90	ECAB-6001-8000CS
8001-10K	$74.90	ECAB-8001-10KCS
10-20K	$66.58	ECAB-10K-20KCS
20-35K	$61.02	ECAB-20K-35KCS
35-50K	$53.90	ECAB-35K-50KCS
50-100K	$66.58	ECAB-50K-100KCS
100-150K	$55.48	ECAB-100K-150KCS
150K+	$48.08	ECAB-150K+CS
101-250	$132.08	ECGH-101-250CS
251-500	$100.58	ECGH-251-500CS
501-750	$81.19	ECGH-501-750CS
751-1000	$75.13	ECGH-751-1000CS
1001-1500	$69.07	ECGH-1001-1500CS
1501-2000	$62.41	ECGH-1501-2000CS
2001-2500	$58.16	ECGH-2001-2500CS
2501-4000	$54.53	ECGH-2501-4000CS
4001-6000	$50.89	ECGH-4001-6000CS
6001-8000	$47.26	ECGH-6001-8000CS
8001-10K	$44.84	ECGH-8001-10KCS
10-20K	$42.41	ECGH-10K-20KCS
20-35K	$39.99	ECGH-20K-35KCS

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

35-50K	$38.78	ECGH-35K-50KCS
50-100K	$37.56	ECGH-50K-100KCS
100-150K	$36.35	ECGH-100K-150KCS
150K+	$35.75	ECGH-150K+CS
101-250	$20.52	ACAA-101-250CS
251-500	$20.52	ACAA-251-500CS
501-750	$20.52	ACAA-501-750CS
751-1000	$18.99	ACAA-751-1000CS
1001-1500	$17.46	ACAA-1001-1500CS
1501-2000	$15.77	ACAA-1501-2000CS
2001-2500	$14.70	ACAA-2001-2500CS
2501-4000	$13.78	ACAA-2501-4000CS
4001-6000	$12.86	ACAA-4001-6000CS
6001-8000	$11.94	ACAA-6001-8000CS
8001-10K	$11.34	ACAA-8001-10KCS
10-20K	$10.72	ACAA-10K-20KCS
20-35K	$10.11	ACAA-20K-35KCS
35-50K	$9.80	ACAA-35K-50KCS
50-100K	$9.49	ACAA-50K-100KCS
100-150K	$9.19	ACAA-100K-150KCS
150K+	$9.03	ACAA-150K+CS
200-400	$1,500.00	VAWS-200-400CS
401-600	$880.00	VAWS-401-600CS
601-900	$828.00	VAWS-601-900CS
901-1300	$810.00	VAWS-901-1300CS
1301-2500	$798.00	VAWS-1301-2500CS
2501-5000	$784.00	VAWS-2500-5000CS
5001+	$772.00	VAWS-5001+CS
200-400	$1,500.00	VAZR-200-400CS
401-600	$880.00	VAZR-401-600CS
601-900	$828.00	VAZR-601-900CS
901-1300	$810.00	VAZR-901-1300CS
1301-2500	$798.00	VAZR-1301-2500CS
2501-5000	$784.00	VAZR-2500-5000CS
5001+	$772.00	VAZR-5001+CS
1	$56,468.00	VDAN-CS
1	$56,468.00	VDAZ-CS
1	$75,718.00	VIAV-CS
1	$70,584.00	VIAR-CS
150-250	$812.50	VWIN-150-250SA
251-500	$620.00	VWIN-251-500SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

501-750	$500.00	VWIN-501-750SA
751-1000	$462.50	VWIN-751-1000SA
1001-1500	$425.00	VWIN-1001-1500SA
1501-2000	$385.00	VWIN-1501-2000SA
2001-2500	$357.50	VWIN-2001-2500SA
2501-4000	$335.00	VWIN-2501-4000SA
4001-6000	$312.50	VWIN-4001-6000SA
6001-8000	$290.00	VWIN-6001-8000SA
8001-10K	$275.00	VWIN-8001-10KSA
10-20K	$260.00	VWIN-10K-20KSA
20-35K	$245.00	VWIN-20K-35KSA
35-50K	$237.50	VWIN-35K-50KSA
50-100K	$230.00	VWIN-50K-100KSA
100-150K	$222.50	VWIN-100K-150KSA
150K+	$220.00	VWIN-150K+SA
150-250	$1,052.50	V365-150-250SA
251-500	$800.00	V365-251-500SA
501-750	$647.50	V365-501-750SA
751-1000	$597.50	V365-751-1000SA
1001-1500	$550.00	V365-1001-1500SA
1501-2000	$497.50	V365-1501-2000SA
2001-2500	$462.50	V365-2001-2500SA
2501-4000	$435.00	V365-2501-4000SA
4001-6000	$405.00	V365-4001-6000SA
6001-8000	$375.00	V365-6001-8000SA
8001-10K	$357.50	V365-8001-10KSA
10-20K	$337.50	V365-10K-20KSA
20-35K	$317.50	V365-20K-35KSA
35-50K	$307.50	V365-35K-50KSA
50-100K	$300.00	V365-50K-100KSA
100-150K	$290.00	V365-100K-150KSA
150K+	$285.00	V365-150K+SA
150-250	$1,582.50	VTWO-150-250SA
251-500	$1,205.00	VTWO-251-500SA
501-750	$972.50	VTWO-501-750SA
751-1000	$900.00	VTWO-751-1000SA
1001-1500	$827.50	VTWO-1001-1500SA
1501-2000	$747.50	VTWO-1501-2000SA
2001-2500	$697.50	VTWO-2001-2500SA
2501-4000	$652.50	VTWO-2501-4000SA
4001-6000	$610.00	VTWO-4001-6000SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

6001-8000	$567.50	VTWO-6001-8000SA
8001-10K	$537.50	VTWO-8001-10KSA
10-20K	$507.50	VTWO-10K-20KSA
20-35K	$480.00	VTWO-20K-35KSA
35-50K	$465.00	VTWO-35K-50KSA
50-100K	$450.00	VTWO-50K-100KSA
100-150K	$435.00	VTWO-100K-150KSA
150K+	$427.50	VTWO-150K+SA
150-250	$202.50	VAD-150-250SA
251-500	$155.00	VAD-251-500SA
501-750	$125.00	VAD-501-750SA
751-1000	$115.00	VAD-751-1000SA
1001-1500	$105.00	VAD-1001-1500SA
1501-2000	$95.00	VAD-1501-2000SA
2001-2500	$90.00	VAD-2001-2500SA
2501-4000	$82.50	VAD-2501-4000SA
4001-6000	$77.50	VAD-4001-6000SA
6001-8000	$72.50	VAD-6001-8000SA
8001-10K	$67.50	VAD-8001-10KSA
10-20K	$65.00	VAD-10K-20KSA
20-35K	$60.00	VAD-20K-35KSA
35-50K	$60.00	VAD-35K-50KSA
50-100K	$57.50	VAD-50K-100KSA
100-150K	$55.00	VAD-100K-150KSA
150K+	$55.00	VAD-150K+SA
150-250	$202.50	DAEO-150-250SA
251-500	$155.00	DAEO-251-500SA
501-750	$125.00	DAEO-501-750SA
751-1000	$115.00	DAEO-751-1000SA
1001-1500	$105.00	DAEO-1001-1500SA
1501-2000	$95.00	DAEO-1501-2000SA
2001-2500	$90.00	DAEO-2001-2500SA
2501-4000	$82.50	DAEO-2501-4000SA
4001-6000	$77.50	DAEO-4001-6000SA
6001-8000	$72.50	DAEO-6001-8000SA
8001-10K	$67.50	DAEO-8001-10KSA
10-20K	$65.00	DAEO-10K-20KSA
20-35K	$60.00	DAEO-20K-35KSA
35-50K	$60.00	DAEO-35K-50KSA
50-100K	$57.50	DAEO-50K-100KSA
100-150K	$55.00	DAEOK-100-150KSA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

150K+	$55.00	DAEO-150K+SA
150-250	$132.50	EDGE-150-250SA
251-500	$100.00	EDGE-251-500SA
501-750	$82.50	EDGE-501-750SA
751-1000	$75.00	EDGE-751-1000SA
1001-1500	$67.50	EDGE-1001-1500SA
1501-2000	$62.50	EDGE-1501-2000SA
2001-2500	$57.50	EDGE-2001-2500SA
2501-4000	$52.50	EDGE-2501-4000SA
4001-6000	$50.00	EDGE-4001-6000SA
6001-8000	$47.50	EDGE-6001-8000SA
8001-10K	$45.00	EDGE-8001-10KSA
10-20K	$42.50	EDGE-10K-20KSA
20-35K	$40.00	EDGE-20K-35KSA
35-50K	$40.00	EDGE-35K-50KSA
50-100K	$37.50	EDGE-50K-100KSA
100-150K	$35.00	EDGE-100K-150KSA
150K+	$35.00	EDGE-150K+SA
150-250	$347.50	VSUL-150-250SA
251-500	$265.00	VSUL-251-500SA
501-750	$215.00	VSUL-501-750SA
751-1000	$197.50	VSUL-751-1000SA
1001-1500	$182.50	VSUL-1001-1500SA
1501-2000	$165.00	VSUL-1501-2000SA
2001-2500	$152.50	VSUL-2001-2500SA
2501-4000	$142.50	VSUL-2501-4000SA
4001-6000	$135.00	VSUL-4001-6000SA
6001-8000	$125.00	VSUL-6001-8000SA
8001-10K	$117.50	VSUL-8001-10KSA
10-20K	$112.50	VSUL-10K-20KSA
20-35K	$105.00	VSUL-20K-35KSA
35-50K	$102.50	VSUL-35K-50KSA
50-100K	$100.00	VSUL-50K-100KSA
100-150K	$95.00	VSUL-100K-150KSA
150K+	$95.00	VSUL-150K+SA
1M Resources	$27,500.00	VWRU-SA
1M Events	$750.00	VWEU-SA
1M Resources	$182,500.00	V3RU-SA
1M Events	$3,750.00	V3EU-SA
1M Resources	$47,500.00	VTRU-SA
1M Events	$1,000.00	VTEU-SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

N/A	$19,500.00	VTEN-SA
1M Events	$2,187.50	VER1-1SA
2M Events	$1,587.50	VER1-2SA
3M Events	$1,387.50	VER1-3SA
4M Events	$1,287.50	VER1-4SA
5-9M Events	$1,225.00	VER1-5-9SA
10-19M Events	$1,100.00	VER1-10-19SA
20-49M Events	$1,042.50	VER1-20-49SA
50+M Events	$1,000.00	VER1-50+SA
1M Events	$3,162.50	VER2-1SA
2M Events	$2,562.50	VER2-2SA
3M Events	$2,362.50	VER2-3SA
4M Events	$2,262.50	VER2-4SA
5-9M Events	$2,200.00	VER2-5-9SA
10-19M Events	$2,087.50	VER2-10-19SA
20-49M Events	$2,025.00	VER2-20-49SA
50+M Events	$1,987.50	VER2-50+SA
1M Events	$4,150.00	VER3-1SA
2M Events	$3,550.00	VER3-2SA
3M Events	$3,350.00	VER3-3SA
4M Events	$3,250.00	VER3-4SA
5-9M Events	$3,187.50	VER3-5-9SA
10-19M Events	$3,062.50	VER3-10-19SA
20-49M Events	$3,000.00	VER3-20-49SA
50+M Events	$2,962.50	VER3-50+SA
1M Events	$5,125.00	VER4-1SA
2M Events	$4,525.00	VER4-2SA
3M Events	$4,325.00	VER4-3SA
4M Events	$4,225.00	VER4-4SA
5-9M Events	$4,125.00	VER4-5-9SA
10-19M Events	$4,050.00	VER4-10-19SA
20-49M Events	$3,987.50	VER4-20-49SA
50+M Events	$3,950.00	VER4-50+SA
1M Events	$6,125.00	VER5-1SA
2M Events	$5,512.50	VER5-2SA
3M Events	$5,312.50	VER5-3SA
4M Events	$5,212.50	VER5-4SA
5-9M Events	$5,150.00	VER5-5-9SA
10-19M Events	$5,037.50	VER5-10-19SA
20-49M Events	$5,000.00	VER5-20-49SA
50+M Events	$4,937.50	VER5-50+SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

1M Events	$7,100.00	VER6-1SA
2M Events	$6,500.00	VER6-2SA
3M Events	$6,300.00	VER6-3SA
4M Events	$6,200.00	VER6-4SA
5-9M Events	$6,137.50	VER6-5-9SA
10-19M Events	$6,012.50	VER6-10-19SA
20-49M Events	$5,962.50	VER6-20-49SA
50+M Events	$5,925.00	VER6-50+SA
1M Events	$8,075.00	VER7-1SA
2M Events	$7,475.00	VER7-2SA
3M Events	$7,275.00	VER7-3SA
4M Events	$7,175.00	VER7-4SA
5-9M Events	$7,125.00	VER7-5-9SA
10-19M Events	$7,000.00	VER7-10-19SA
20-49M Events	$6,937.50	VER7-20-49SA
50+M Events	$6,900.00	VER7-50+SA
1M Events	$9,062.50	VER8-1SA
2M Events	$8,462.50	VER8-2SA
3M Events	$8,262.50	VER8-3SA
4M Events	$8,162.50	VER8-4SA
5-9M Events	$8,100.00	VER8-5-9SA
10-19M Events	$7,987.50	VER8-10-19SA
20-49M Events	$7,925.00	VER8-20-49SA
50+M Events	$7,887.50	VER8-50+SA
1M Events	$10,050.00	VER9-1SA
2M Events	$9,450.00	VER9-2SA
3M Events	$9,250.00	VER9-3SA
4M Events	$9,150.00	VER9-4SA
5-9M Events	$9,087.50	VER9-5-9SA
10-19M Events	$8,962.50	VER9-10-19SA
20-49M Events	$8,900.00	VER9-20-49SA
50+M Events	$8,862.50	VER9-50+SA
1M Events	$11,025.00	VER10-1SA
2M Events	$10,425.00	VER10-2SA
3M Events	$10,225.00	VER10-3SA
4M Events	$10,125.00	VER10-4SA
5-9M Events	$10,062.50	VER10-5-9SA
10-19M Events	$9,950.00	VER10-10-19SA
20-49M Events	$9,887.50	VER10-20-49SA
50+M Events	$9,850.00	VER10-50+SA
150-250	$152.50	VPAM-150-250SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

251-500	$115.00	VPAM-251-500SA
501-750	$92.50	VPAM-501-750SA
751-1000	$87.50	VPAM-751-1000SA
1001-1500	$80.00	VPAM-1001-1500SA
1501-2000	$72.50	VPAM-1501-2000SA
2001-2500	$67.50	VPAM-2001-2500SA
2501-4000	$62.50	VPAM-2501-4000SA
4001-6000	$57.50	VPAM-4001-6000SA
6001-8000	$55.00	VPAM-6001-8000SA
8001-10K	$52.50	VPAM-8001-10KSA
10-20K	$47.50	VPAM-10K-20KSA
20-35K	$45.00	VPAM-20K-35KSA
35-50K	$45.00	VPAM-35K-50KSA
50-100K	$42.50	VPAM-50K-100KSA
100-150K	$42.50	VPAM-100K-150KSA
150K+	$40.00	VPAM-150K+SA
150-250	$100.00	VPAW-150-250SA
251-500	$77.50	VPAW-251-500SA
501-750	$62.50	VPAW-501-750SA
751-1000	$57.50	VPAW-751-1000SA
1001-1500	$52.50	VPAW-1001-1500SA
1501-2000	$47.50	VPAW-1501-2000SA
2001-2500	$45.00	VPAW-2001-2500SA
2501-4000	$42.50	VPAW-2501-4000SA
4001-6000	$40.00	VPAW-4001-6000SA
6001-8000	$35.00	VPAW-6001-8000SA
8001-10K	$35.00	VPAW-8001-10KSA
10-20K	$32.50	VPAW-10K-20KSA
20-35K	$30.00	VPAW-20K-35KSA
35-50K	$30.00	VPAW-35K-50KSA
50-100K	$30.00	VPAW-50K-100KSA
100-150K	$27.50	VPAW-100K-150KSA
150K+	$27.50	VPAW-150K+SA
150-250	$202.50	VLAM-150-250SA
251-500	$155.00	VLAM-251-500SA
501-750	$125.00	VLAM-501-750SA
751-1000	$115.00	VLAM-751-1000SA
1001-1500	$105.00	VLAM-1001-1500SA
1501-2000	$95.00	VLAM-1501-2000SA
2001-2500	$90.00	VLAM-2001-2500SA
2501-4000	$82.50	VLAM-2501-4000SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

4001-6000	$77.50	VLAM-4001-6000SA
6001-8000	$72.50	VLAM-6001-8000SA
8001-10K	$67.50	VLAM-8001-10KSA
10-20K	$65.00	VLAM-10K-20KSA
20-35K	$60.00	VLAM-20K-35KSA
35-50K	$60.00	VLAM-35K-50KSA
50-100K	$57.50	VLAM-50K-100KSA
100-150K	$55.00	VLAM-100K-150KSA
150K+	$55.00	VLAM-150K+SA
150-250	$122.50	VLAW-150-250SA
251-500	$92.50	VLAW-251-500SA
501-750	$75.00	VLAW-501-750SA
751-1000	$70.00	VLAW-751-1000SA
1001-1500	$62.50	VLAW-1001-1500SA
1501-2000	$57.50	VLAW-1501-2000SA
2001-2500	$52.50	VLAW-2001-2500SA
2501-4000	$50.00	VLAW-2501-4000SA
4001-6000	$47.50	VLAW-4001-6000SA
6001-8000	$42.50	VLAW-6001-8000SA
8001-10K	$40.00	VLAW-8001-10KSA
10-20K	$40.00	VLAW-10K-20KSA
20-35K	$37.50	VLAW-20K-35KSA
35-50K	$35.00	VLAW-35K-50KSA
50-100K	$35.00	VLAW-50K-100KSA
100-150K	$32.50	VLAW-100K-150KSA
150K+	$32.50	VLAW-150K+SA
150-250	$202.50	VDAM-150-250SA
251-500	$155.00	VDAM-251-500SA
501-750	$125.00	VDAM-501-750SA
751-1000	$115.00	VDAM-751-1000SA
1001-1500	$105.00	VDAM-1001-1500SA
1501-2000	$95.00	VDAM-1501-2000SA
2001-2500	$90.00	VDAM-2001-2500SA
2501-4000	$82.50	VDAM-2501-4000SA
4001-6000	$77.50	VDAM-4001-6000SA
6001-8000	$72.50	VDAM-6001-8000SA
8001-10K	$67.50	VDAM-8001-10KSA
10-20K	$65.00	VDAM-10K-20KSA
20-35K	$60.00	VDAM-20K-35KSA
35-50K	$60.00	VDAM-35K-50KSA
50-100K	$57.50	VDAM-50K-100KSA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

100-150K	$55.00	VDAM-100K-150KSA
150K+	$55.00	VDAM-150K+SA
150-250	$132.50	VDAW-150-250SA
251-500	$100.00	VDAW-251-500SA
501-750	$80.00	VDAW-501-750SA
751-1000	$75.00	VDAW-751-1000SA
1001-1500	$67.50	VDAW-1001-1500SA
1501-2000	$62.50	VDAW-1501-2000SA
2001-2500	$57.50	VDAW-2001-2500SA
2501-4000	$55.00	VDAW-2501-4000SA
4001-6000	$50.00	VDAW-4001-6000SA
6001-8000	$47.50	VDAW-6001-8000SA
8001-10K	$45.00	VDAW-8001-10KSA
10-20K	$42.50	VDAW-10K-20KSA
20-35K	$40.00	VDAW-20K-35KSA
35-50K	$37.50	VDAW-35K-50KSA
50-100K	$37.50	VDAW-50K-100KSA
100-150K	$35.00	VDAW-100K-150KSA
150K+	$35.00	VDAW-150K+SA
150-250	$1,212.50	VMDR-150-250SA
251-500	$925.00	VMDR-251-500SA
501-750	$745.00	VMDR-501-750SA
751-1000	$690.00	VMDR-751-1000SA
1001-1500	$635.00	VMDR-1001-1500SA
1501-2000	$572.50	VMDR-1501-2000SA
2001-2500	$535.00	VMDR-2001-2500SA
2501-4000	$500.00	VMDR-2501-4000SA
4001-6000	$467.50	VMDR-4001-6000SA
6001-8000	$435.00	VMDR-6001-8000SA
8001-10K	$412.50	VMDR-8001-10KSA
10-20K	$390.00	VMDR-10K-20KSA
20-35K	$367.50	VMDR-20K-35KSA
35-50K	$355.00	VMDR-35K-50KSA
50-100K	$345.00	VMDR-50K-100KSA
100-150K	$335.00	VMDR-100K-150KSA
150K+	$327.50	VMDR-150K+SA
150-250	$2,265.00	VHCM-150-250SA
251-500	$1,725.00	VHCM-251-500SA
501-750	$1,395.00	VHCM-501-750SA
751-1000	$1,287.50	VHCM-751-1000SA
1001-1500	$1,182.50	VHCM-1001-1500SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

1501-2000	$1,070.00	VHCM-1501-2000SA
2001-2500	$997.50	VHCM-2001-2500SA
2501-4000	$930.00	VHCM-2501-4000SA
4001-6000	$872.50	VHCM-4001-6000SA
6001-8000	$812.50	VHCM-6001-8000SA
8001-10K	$767.50	VHCM-8001-10KSA
10-20K	$727.50	VHCM-10K-20KSA
20-35K	$685.00	VHCM-20K-35KSA
35-50K	$667.50	VHCM-35K-50KSA
50-100K	$645.00	VHCM-50K-100KSA
100-150K	$620.00	VHCM-100K-150KSA
150K+	$612.50	VHCM-150K+SA
150-250	$1,800.00	VWCM-150-250SA
251-500	$1,372.50	VWCM-251-500SA
501-750	$1,110.00	VWCM-501-750SA
751-1000	$1,022.50	VWCM-751-1000SA
1001-1500	$940.00	VWCM-1001-1500SA
1501-2000	$852.50	VWCM-1501-2000SA
2001-2500	$792.50	VWCM-2001-2500SA
2501-4000	$737.50	VWCM-2501-4000SA
4001-6000	$692.50	VWCM-4001-6000SA
6001-8000	$645.00	VWCM-6001-8000SA
8001-10K	$607.50	VWCM-8001-10KSA
10-20K	$577.50	VWCM-10K-20KSA
20-35K	$542.50	VWCM-20K-35KSA
35-50K	$530.00	VWCM-35K-50KSA
50-100K	$512.50	VWCM-50K-100KSA
100-150K	$492.50	VWCM-100K-150KSA
150K+	$487.50	VWCM-150K+SA
150-250	$2,040.00	VMCM-150-250SA
251-500	$1,552.50	VMCM-251-500SA
501-750	$1,257.50	VMCM-501-750SA
751-1000	$1,157.50	VMCM-751-1000SA
1001-1500	$1,065.00	VMCM-1001-1500SA
1501-2000	$965.00	VMCM-1501-2000SA
2001-2500	$897.50	VMCM-2001-2500SA
2501-4000	$837.50	VMCM-2501-4000SA
4001-6000	$785.00	VMCM-4001-6000SA
6001-8000	$730.00	VMCM-6001-8000SA
8001-10K	$690.00	VMCM-8001-10KSA
10-20K	$655.00	VMCM-10K-20KSA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

20-35K	$615.00	VMCM-20K-35KSA
35-50K	$600.00	VMCM-35K-50KSA
50-100K	$582.50	VMCM-50K-100KSA
100-150K	$560.00	VMCM-100K-150KSA
150K+	$552.50	VMCM-150K+SA
150-250	$987.50	VACP-150-250SA
251-500	$752.50	VACP-251-500SA
501-750	$610.00	VACP-501-750SA
751-1000	$560.00	VACP-751-1000SA
1001-1500	$515.00	VACP-1001-1500SA
1501-2000	$467.50	VACP-1501-2000SA
2001-2500	$435.00	VACP-2001-2500SA
2501-4000	$402.50	VACP-2501-4000SA
4001-6000	$380.00	VACP-4001-6000SA
6001-8000	$355.00	VACP-6001-8000SA
8001-10K	$332.50	VACP-8001-10KSA
10-20K	$317.50	VACP-10K-20KSA
20-35K	$297.50	VACP-20K-35KSA
35-50K	$292.50	VACP-35K-50KSA
50-100K	$282.50	VACP-50K-100KSA
100-150K	$270.00	VACP-100K-150KSA
150K+	$267.50	VACP-150K+SA

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Cisco User Protection Suite

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
User Protection Suite Advantage with Enhanced Support for 100 to 999 users	$302.40	Per user per 12 months
User Protection Suite Advantage with Enhanced Support for 1,000 to 9,999 users	$237.60	Per user per 12 months
User Protection Suite Advantage with Enhanced Support for over 10,000 users	$183.60	Per user per 12 months

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Axonius Endpoint Based Asset Discovery

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

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

Tier	Price	Unit
1,000-2,499	$61.43	
2,500-4,999	$46.80	
5,000-9,999	$35.10	
10,000-14,999	$23.97	
15,000-24,999	$21.37	
25,000-39,999	$19.86	
40,000-59,999	$16.11	
60,000-99,999	$13.46	
100,000+	$10.80	

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

Name	Description	Price	Unit
Anxonius Managed Services		$96 annually	Per device
Anxonius Managed Services		$8 monthly	Per device
PS Support		$175	hour

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: _ConvergeOne,Inc.

Solution Proposed: Tenable Vulnerability Management_____

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

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

Tier		Tier Base Price
Tier 1	1,000	$22,239.58
Tier 2	5,000	$65,447.92
Tier 3	10,000	$97,218.75
Tier 4	20,000	$132,166.67
Tier 5	50,000	$203,651.04
Tier 6	100,000	$306,906.25
Tier 7	200,000	$497,531.25
Tier 8	500,000	$1,069,406.25
Tier 9	1,000,000+	$2,022,531.25

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Tenable Attack Surface Management_____

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

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

Tier		Tier Base Price
Tier 1	1,000	$12,581.25
Tier 2	5,000	$36,981.25
Tier 3	10,000	$54,900.00
Tier 4	20,000	$74,597.92
Tier 5	50,000	$115,391.67
Tier 6	100,000	$174,167.71
Tier 7	500,000	$603,709.38
Tier 8	1,000,000+	$1,140,636.46

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Tier 9	1,000,000+	**Price Proposal**	$2,426,560.94

Respondent: ConvergeOne, Inc.

Solution Proposed: Tenable One

Service Category: Service Category 7: Security Operations Platform

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

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

Tier		Tier Base Price
Tier 1	1,000	$34,947.92
Tier 2	5,000	$104,081.25
Tier 3	10,000	$154,914.58
Tier 4	20,000	$210,831.25
Tier 5	50,000	$325,206.25
Tier 6	100,000	$490,414.58
Tier 7	200,000	$795,414.58
Tier 8	500,000	$1,710,414.58
Tier 9	1,000,000+	$3,235,414.58

Tiered, not to exceed pricing for **initial** term:
Tenable Identity Exposure

Tier	Lower Bound	Upper Bond	Tier Base Price
Tier 1	1,000	4,999	$26,210.94
Tier 2	5,000	9,999	$78,060.94
Tier 3	10,000	19,999	$116,185.94
Tier 4	20,000	49,999	$158,123.44
Tier 5	50,000	99,999	$243,904.69
Tier 6	100,000	199,999	$367,810.94
Tier 7	200,000	499,999	$596,560.94
Tier 8	500,000	999,999	$1,282,810.94
Tier 9	1,000,000+		$2,426,560.94

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution ProposedSplunk Threat Intelligence Platform

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

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

Splunk Cloud's licensing model is based on the daily volume of data ingested, measured in gigabytes or terabytes, and operates on a subscription basis with annual or multi-year commitments. Splunk Cloud can only be purchased by increments of 50GB, with 50GB being the minimum. Pricing below is not to exceed pricing for Splunk Cloud w/ encryption at rest. Additional flavors of Splunk cloud are available (commercial cloud, FedRamp or compliance (HIPPA/PCI). In addition to Splunk Cloud, Splunk can also be deployed on-prem.

Tier	Price	Unit
50-99GB	$2018.95	1GB
100-199GB	$1453.68	1GB
200GB-499GB	$1291.58	1GB
500-999GB	$1104.21	1GB
1000-1999GB	$1065	1GB
2000-4999GB	$1030.53	1GB
5000-1000GB	$972.63	1GB

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

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

Professional services - are billed on a per-day basis. Splunk PS has created Implementation Packages aligned to our products. Depending on the scope of a customer's license and environment, the amount of professional services required will vary. Cost for professional services will be billed as they are used. Each customer will be scoped according to their products, data sources, data size, users, dashboards, reports and SOAR playbooks. These services will be delivered remotely. If the customer requires on-site resources, travel and expense costs will be incurred.

Training Units - also known as "education credits" or "training credits", are Splunk Education-specific currency that can be used on any paid Splunk training offering.

Name	Description	Price	Unit
Professional Services	1 day of implementation services	$2104.12	1
EDU credits	Educational training credits	$9.09	1

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Palo Alto Networks Cortex XSIAM _

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

Note: Example of not to exceed pricing is below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects not to exceed, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

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

Tier	Price	Unit
Small	$171,201 annually	1000 knowledge workers - 100 GB
Medium	$764,901 annually	5000 knowledge workers - 500 GB
Large	$4,191,401 annually	20000 knowledge workers - 5000 GB

Note: The XSIAM Enterprise subscription is an Analytics subscription tier that must be bundled with the XSIAM Base Ingestion subscription.

- The subscription is licensed by the number of knowledge workers.
- It includes (1) Cortex XDR Pro endpoint agent per knowledge workers.
- It also includes automation, orchestration, data ingestion from any source, analytics detections for endpoint, network and identity data, and 30 days of data retention.

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Splunk SIEM

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

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

Splunk Cloud's licensing model is based on the daily volume of data ingested, measured in gigabytes or terabytes, and operates on a subscription basis with annual or multi-year commitments. Splunk Cloud can only be purchased by increments of 50GB, with 50GB being the minimum. Pricing below is not to exceed pricing for Splunk Cloud w/ encryption at rest. Additional flavors of Splunk cloud are available (commercial cloud, FedRamp or compliance (HIPPA/PCI). In addition to Splunk Cloud, Splunk can also be deployed on-prem.

Tier	Price	Unit
50-99GB	$3480	1GB
100-199GB	$2184.21	1GB
200GB-499GB	$1534.73	1GB
500-999GB	$1404.21	1GB
1000-1999GB	$1356.84	1GB
2000-4999GB	$1333.68	1GB
5000-1000GB	$1323.16	1GB

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

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

Professional services - are billed on a per-day basis. Splunk PS has created Implementation Packages aligned to our products. Depending on the scope of a customer's license and environment, the amount of professional services required will vary. Cost for professional services will be billed as they are used. Each customer will be scoped according to their products, data sources, data size, users, dashboards, reports and SOAR playbooks. These services will be delivered remotely. If the customer requires on-site resources, travel and expense costs will be incurred.

Training Units - also known as "education credits" or "training credits", are Splunk Education-specific currency that can be used on any paid Splunk training offering.

Name	Description	Price	Unit
Professional Services	1 day of implementation services	$2104.12	1
EDU credits	Educational training credits	$9.09	1

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Splunk Security Operations Platform

Service Category: Service Category 7: Security Operations Platform

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

Splunk Cloud's licensing model is based on the daily volume of data ingested, measured in gigabytes or terabytes, and operates on a subscription basis with annual or multi-year commitments. Splunk Cloud can only be purchased by increments of 50GB, with 50GB being the minimum. Pricing below is not to exceed pricing for Splunk Cloud w/ encryption at rest. Additional flavors of Splunk cloud are available (commercial cloud, FedRamp or compliance (HIPPA/PCI). In addition to Splunk Cloud, Splunk can also be deployed on-prem.

Tier	Price	Unit
50-99GB	$3480	1GB
100-199GB	$2184.21	1GB
200GB-499GB	$1534.73	1GB
500-999GB	$1404.21	1GB
1000-1999GB	$1356.84	1GB
2000-4999GB	$1333.68	1GB
5000-1000GB	$1323.16	1GB

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

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

Professional services - are billed on a per-day basis. Splunk PS has created Implementation Packages aligned to our products. Depending on the scope of a customer's license and environment, the amount of professional services required will vary. Cost for professional services will be billed as they are used. Each customer will be scoped according to their products, data sources, data size, users, dashboards, reports and SOAR playbooks. These services will be delivered remotely. If the customer requires on-site resources, travel and expense costs will be incurred.

Training Units - also known as "education credits" or "training credits", are Splunk Education-specific currency that can be used on any paid Splunk training offering.

Name	Description	Price	Unit
Professional Services	1 day of implementation services	$2104.12	1
EDU credits	Educational training credits	$9.09	1

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

Palo Alto Networks, Cat 11 Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: _ Palo Alto Networks Prisma Cloud _

Service Category: Service Category 11: Governance, Risk, and Compliance (GRC)

Note: Example of not to exceed pricing is shown below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects not to exceed, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

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

Tier	Price	Unit
Prisma Cloud Enterprise Edition includes the complete Cloud Native Application Protection Platform (CNAPP) solution including Cloud Code Security, CSPM, CWPP, CNS, CIEM, Data Security & Web App/API Security. It also includes Prisma Cloud Standard Success.	$29,400	100 Credits. Prisma Cloud Credits are applied toward cloud security plans and standalone modules. Once the Prisma Cloud Credits are loaded into your account, they can be used to enable Prisma Cloud plans and/or individual product modules from within the Prisma Cloud console.
Prisma Cloud Enterprise Edition includes the complete Cloud Native Application Protection Platform (CNAPP) solution including Cloud Code Security, CSPM, CWPP, CNS, CIEM, Data Security & Web App/API Security. It also includes Prisma Cloud Standard Success.	$162,000	1000 Credits. Prisma Cloud Credits are applied toward cloud security plans and standalone modules. Once the Prisma Cloud Credits are loaded into your account, they can be used to enable Prisma Cloud plans and/or individual product modules from within the Prisma Cloud console.
Prisma Cloud Enterprise Edition includes the complete Cloud Native Application Protection Platform (CNAPP) solution including Cloud Code Security, CSPM, CWPP, CNS, CIEM, Data Security & Web App/API Security. It also includes Prisma Cloud Standard Success.	$351,000	2500 Credits. Prisma Cloud Credits are applied toward cloud security plans and standalone modules. Once the Prisma Cloud Credits are loaded into your account, they can be used to enable Prisma Cloud plans and/or individual product modules from within the Prisma Cloud console.

Docusign Envelope ID: F5AB9BCD-1897-443D-AD13-71EF4F993104

[SAMPLE] Price Proposal

Respondent: ConvergeOne, Inc.

Solution Proposed: Tenable Vulnerability Management

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier		Tier Base Price
Tier 1	1,000	$22,239.58
Tier 2	5,000	$65,447.92
Tier 3	10,000	$97,218.75
Tier 4	20,000	$132,166.67
Tier 5	50,000	$203,651.04
Tier 6	100,000	$306,906.25
Tier 7	200,000	$497,531.25
Tier 8	500,000	$1,069,406.25
Tier 9	1,000,000+	$2,022,531.25

Name	Description	Price	Unit
Tenable Professional service		$175	Per hour