Exhibit B

Price Proposal

Respondent: KR2 Technology

Solution Proposed: SentinelOne: Singularity Complete, Vigilance MDR + DFIR, Vulnerability Management, and Singularity Platform

Service Category: Service Category 3 - Endpoint Detection and Response & Service Category

1 Endpoint Based Asset Discovery

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

******NOTE:* *Each SKU ends with "T[1-9] - F" where the [1-9] may reflect a number between 1 and 9 upon quoting, showing as "-T1-F"*

		0-999 Endpoints	**1000 + Endpoints**
Product Name	**SKU**	**Not to exceed**	**Not to exceed**
Singularity Platform		$2,132.00	$1,820.00
Complete Protection Platform and Enterprise Support (Per Workstation)	S1ES-CMP-EN-T[1-9]-F	$53.82	$45.95
Complete Cloud Workload Security and Enterprise Support (Per Server)	S1ES-CMP-CW-T[1-9}-F	$109.69	$93.64
Complete Cloud Workload Security and Enterprise Support (per Pod or Task)		$109.69	$93.64
Complete Cloud Workload Security and Enterprise Support (Per Container Host)	S1ES-CMP-CT-T[1-9}-F	$219.39	$187.29
Singularity Vulnerability Management (Per Endpoint)	SP-RGI-ND-T[1-9}-F	$39.66	$33.85
Vigilance MDR + DFIR (Per Endpoint)	SS-VRP-ND-T[1-9}-F	$30.72	$26.22

Solution Proposed: SentinelOne: Singularity Data Lake

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

NOTE: *Each SKU ends with "T[1-9] - F" where the [1-9] may reflect a number between 1 and 9 upon quoting, showing as "-T1-F"*

		0-150 Daily Avg GB	**151 + Daily Avg GB**
SDL Unified Data Lake 30d Retention with Unlimited Queries (Daily Avg GB)	PM-XIRT30-GB-T[1-9}-F	$762.72	$651.11
SDL Unified Data Lake 90d Retention with Unlimited Queries (Daily Avg GB)	PM-XIRT90-GB-T[1-9}-F	$1,044.79	$891.90
SDL Unified Data Lake 180d Retention with Unlimited Queries (Daily Avg GB)	PM-XIRT180-GB-T[1-9}-F	$1,236.91	$1,055.90
SDL 1Y Long-Range Retention (Per Avg Daily GB)	PM-X1Y-GB-T[1-9}-F	$136.45	$116.48
SDL 3Y Long-Range Retention (Per Avg Daily GB)	PM-X3Y-GB-T[1-9}-F	$672.65	$574.21
SDL 5Y Long-Range Retention (Per Avg Daily GB)	PM-X5Y-GB-T[1-9}-F	$1,209.91	$1,032.85

Solution Proposed: SentinelOne: Mobile Threat Defense

Respondent: KR2 Technology

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

******NOTE:*** *Each SKU ends with "T[1-9] - F" where the [1-9] may reflect a number between 1 and 9 upon quoting, showing as "-T1-F"*

		0-999 Endpoints	**1000+ Endpoints**
Mobile Defense with Deep Inspection and Enterprise Support (Per Mobile Endpoint)	S1ES-MDI-MO-T[1-9}-F	$96.71	$82.56

Add-On Services (**OPTIONAL**) for **initial** term:
******NOTE:*** *Each SKU ends with "T[1-9] - F" where the [1-9] may reflect a number between 1 and 9 upon*

Respondent: KR2 Technology

quoting, showing as "-T1-F"

Add On Services - Optional			
		0-999 Endpoints	**1000+ Endpoints**
RemoteOps Forensics (Per Endpoint)	SP-FOR-ND-T[1-9}-F	$16.61	$14.18
Threat Detection for NetApp (Per Agent)	S1-STSNA-NA-T[1-9}-F	$10,148.32	$8,663.20
Cloud Funnel Data Export (Per Endpoint)	PM-CFL-ND-T[1-9}-F	$11.15	$9.52
SentinelOne University Premium training (Per Named User)	TR-S1U-NU-T[1-9}-F	$533.00	$455.00
WatchTower Pro (Per Endpoint)	SS-WTP-ND-T[1-9]-F	$15.06	$12.85
Purple AI Assistant (Per Endpoint)	PR-AIAST-ND-T[1-9]-F	$29.32	$25.03
Singularity Threat Intelligence (Per Endpoint)	PM-TI-ND-T[1-9]-F	$29.32	$25.03
Cloud Native Security Foundations (Per Workloads)	S1-FNSF-WL-T[1-9]-F	$257.97	$220.22
Cloud Native Security Pro (Per Workloads)	S1-FNSP-WL-T[1-9]-F	$369.37	$315.32
WatchTower Pro (Per Endpoint - 500 unit min)	SS-WTP-ND-T[1-9]-F	$14.00	$13.00

Implementation Services - Highly Recommended for New Deployments			
Mobile Guided Onboarding (per Mobile Endpoint)	PS-GOM-ND-T[1-9}-F	$59.86	$51.10
Guided Onboarding (Per Endpoint)	PS-GO-ND-T[1-9}-F	$5.39	$4.60

Add On Services Descriptions:

Remote Op Forensics-
RemoteOps Forensics is a digital forensics and incident response solution that automates forensic evidence collection and speeds up deep investigations. It offers customized data collection to reduce complexity and costs.

Threat Detection for Netapp-
An AI-powered cloud data security solution that protects NetApp arrays from malware. It offers high-performance, low-latency inline scans that provide verdicts in milliseconds, ensuring seamless protection without impacting performance

Cloud Funnel Data Export-
A required license for exporting EDR data from the Platform to be ingested into other sources like S3, Azure, and other MDR services like Secureworks.

SentinelOne University-
One year of access for one user to the online training platform. Includes videos, articles, live training, and self paced courses.

WatchTower Pro-
24/7/365 threat hunting service that continuously scans customers' environments for new known threats and IoCs. Includes access to a threat advisor to do custom hunts.

PurpleAI-
Generate AI LLM that can search and analyze EDR and SDL data to find threats, summarize findings, create searches, and answer questions about the environment or support needs.

Threat Intelligence-
An external threat feed that includes threat actors' motives, targets, and attack behaviors to help make informed decisions about protection from future threats and detecting IoCs and enrich incident-related context.

Cloud Native Security Foundations -
Agentless (CNAPP) that secures cloud infrastructure. It includes an Offensive Security Engine to identify exploitable vulnerabilities, a Secrets Scanning Engine for detecting hardcoded secrets, and fix cloud misconfigurations.

Cloud Native Security Pro-
Upgrading to Cloud Native Security Pro adds Cloud Detection and Response, Singularity Data Lake integration, and auto-remediation with integrations with webhooks.

Mobile Guided Onboarding-
A 3 month engagement with an onboarding specialist who develops a deployment plan, meets regularly with customers, and answers questions about the Mobile Threat Defense solution during an implementation.

Guided Onboarding-
A 3 month engagement with an onboarding specialist who develops a deployment plan, meets regularly with customers, and answers questions about any of the products from SentinelOne (excluding Mobile) being implemented.

WatchTower Pro-

Provides comprehensive threat intelligence and behavioral threat hunting for APT groups, emerging cybercrime, and novel attacker techniques. Additionally, it includes compromise assessments and detailed threat reporting in a managed service.

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

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

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

Tier	Price	Unit
0-10,000,000	$211.43 USD	1

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1

CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Akamai Technologies

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

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

ZTNA - Akamai Guardicore Network Segmentation - Yearly		
Endpoint/VDI Visibility & Enforcement 1-1000 (Yearly)	$ 37.05	Per Endpoint
Endpoint/VDI Visibility & Enforcement 1001-5000 (Yearly)	$ 34.20	Per Endpoint
Endpoint/VDI Visibility & Enforcement 5001-10000 (Yearly)	$ 28.50	Per Endpoint
Endpoint/VDI Visibility & Enforcement 10001-999,999,999 (Yearly)	$ 23.75	Per Endpoint
Workload Visibility & Enforcement 1-50 (Yearly)	$ 570.00	Per Workload
Workload Visibility & Enforcement 51-100 (Yearly)	$ 475.00	Per Workload
Workload Visibility & Enforcement 101-150 (Yearly)	$ 427.50	Per Workload
Workload Visibility & Enforcement 151-200 (Yearly)	$ 370.50	Per Workload
Workload Visibility & Enforcement 201-500 (Yearly)	$ 342.00	Per Workload
Workload Visibility & Enforcement 501-1000 (Yearly)	$ 275.50	Per Workload
Workload Visibility & Enforcement 1001-2000 (Yearly)	$ 247.00	Per Workload
Workload Visibility & Enforcement 2001-5000 (Yearly)	$ 228.00	Per Workload
Workload Visibility & Enforcement 5001-10000 (Yearly)	$ 202.35	Per Workload
Workload Visibility & Enforcement 10001-20000 (Yearly)	$ 190.00	Per Workload

Workload Visibility & Enforcement 20001-30000 (Yearly)	$ 154.85	Per Workload
Workload Visibility & Enforcement 30001-40000 workloads	$ 131.10	Per Workload
Workload Visibility & Enforcement 40001-50000 workloads	$ 113.05	Per Workload
Workload Visibility & Enforcement 50001-999999999 workloads	$ 95.00	Per Workload
Workload Visibility 1-200 (Yearly)	$ 185.25	Per Workload
Workload Visibility 201-500 (Yearly)	$ 171.00	Per Workload
Workload Visibility 501-1000 (Yearly)	$ 137.75	Per Workload
Workload Visibility 1001-2000 (Yearly)	$ 123.50	Per Workload
Workload Visibility 2001-5000 (Yearly)	$ 114.00	Per Workload
Workload Visibility 5001-10000 (Yearly)	$ 101.80	Per Workload
Workload Visibility 10001-20000 (Yearly)	$ 95.00	Per Workload
Workload Visibility 20001-30000 (Yearly)	$ 77.43	Per Workload
Workload Visibility 30001-40000 (Yearly)	$ 65.56	Per Workload
Workload Visibility 40001-50000 (Yearly)	$ 56.53	Per Workload
Workload Visibility 50001-999,999,999 (Yearly)	$ 47.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1-1000-Workload	$ 28.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1001-10000-Workload	$ 14.25	Per Workload

Device Segmentation Visibility & Enforcement - Commitment - Workload 10001-9999999-Workload	$ 9.50	Per Workload
Insight Workload Add On 1-1000 (Yearly)	$ 19.00	Per Workload
Insight Workload Add On 1001-5000 (Yearly)	$ 15.20	Per Workload
Insight Workload Add On 5001-10000 (Yearly)	$ 13.30	Per Workload
Insight Workload Add On 10001-999,999,999 (Yearly)	$ 11.40	Per Workload
Deception Workload Add On 1-1000 (Yearly)	$ 28.50	Per Workload
Deception Workload Add On 1001-5000 (Yearly)	$ 25.65	Per Workload
Deception Workload Add On 5001-10000 (Yearly)	$ 22.80	Per Workload
Deception Workload Add On 10001-999,999,999 (Yearly)	$ 19.95	Per Workload
Management On-premise 1-500 (Yearly)	$ 23,750.00	Per Workload
Management On-premise 501-1000 (Yearly)	$ 47,500.00	Per Workload
Management On-premise 1001-2000 (Yearly)	$ 71,250.00	Per Workload
Management On-premise 2001-5000 (Yearly)	$ 95,000.00	Per Workload
Management On-premise 5001-10000 (Yearly)	$ 118,750.00	Per Workload
Management On-premise 10001-20000 (Yearly)	$ 142,500.00	Per Workload
Management On-premise 20001-30000 (Yearly)	$ 166,250.00	Per Workload
Management On-premise 30001-40000 (Yearly)	$ 190,000.00	Per Workload

Management On-premise 40001-50000 (Yearly)	$ 213,750.00	Per Workload
Management On-premise 50001-999,999,999 (Yearly)	$ 237,500.00	Per Workload
Container Host 1-100 (Yearly)	$ 3,325.00	Per Host
Container Host 101-250 (Yearly)	$ 2,850.00	Per Host
Container Host 251-500 (Yearly)	$ 2,736.00	Per Host
Container Host 501-1000 (Yearly)	$ 2,499.00	Per Host
Container Host 1001-2000 (Yearly)	$ 2,137.50	Per Host
Container Host 2001-5000 (Yearly)	$ 1,900.00	Per Host

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

Name	Description	Price	Unit
Managed Integration Network Access Control - Akamai Packetfence			
PacketFence Unlimited Support - Commitment - Servers (Yearly)	Annual Support	$ 10,000.00	Each
PacketFence Managed Integration	Managed Integration	$ 40,000.00	Per Package
Managed Integration ZTNA - Akamai Guardicore Network Segmentation			

eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 82,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 121,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 175,500.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1-500-Workload & 3 Use Cases	Managed Integration	$ 53,625.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 68,250.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 102,375.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 146,250.00	Per Package
JumpStart PS engagement - Commitment - Workload 1-500-Workload & 1 Use Case	Managed Integration	$ 34,125.00	Per Package
JumpStart PS engagement - Commitment - Workload 501-1000-Workload	Managed Integration	$ 43,875.00	Per Package
JumpStart PS engagement - Commitment - Workload 1001-2000-Workload & 1 Use Case	Managed Integration	$ 68,250.00	Per Package

JumpStart PS engagement - Commitment - Workload 2001-5000-Workload & 1 Use Case	Managed Integration	$ 97,500.00	Per Package
ZTNA - Akamai Guardicore Network Segmentation - Yearly			
Elite Support - Commitment - Workload 1-2000-Workload	Enhanced Support	$ 63,375.00	Per Package
Elite Support - Commitment - Workload 2001-5000-Workload	Enhanced Support	$ 117,000.00	Per Package
Elite Support - Commitment - Workload 5001-9999999-Workload	Enhanced Support	$ 175,500.00	Per Package
Guardicore Hunt for Endpoints/ VDI 0-500 (Yearly)	Managed Service	$ 23.80	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 501-100 (Yearly)	Managed Service	$ 19.95	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 1001-2000 (Yearly)	Managed Service	$ 18.05	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 2001-5000 (Yearly)	Managed Service	$ 18.05	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 5001-10000 (Yearly)	Managed Service	$ 16.15	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 10001-20000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 20001-30000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 30001-40000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 40001-50000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/ VDI 50001-999,999,999 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Workloads 1-500 (Yearly)	Managed Service	$ 94.00	Per Workload
Guardicore Hunt for Workloads 501-1000 (Yearly)	Managed Service	$ 60.80	Per Workload
Guardicore Hunt for Workloads 1001-2000 (Yearly)	Managed Service	$ 55.10	Per Workload

Guardicore Hunt for Workloads 2001-5000 (Yearly)	Managed Service	$ 52.25	Per Workload
Guardicore Hunt for Workloads 5001-10000 (Yearly)	Managed Service	$ 49.40	Per Workload
Guardicore Hunt for Workloads 10001-20000 (Yearly)	Managed Service	$ 46.55	Per Workload
Guardicore Hunt for Workloads 20001-30000 (Yearly)	Managed Service	$ 38.00	Per Workload
Guardicore Hunt for Workloads 30001-40000 (Yearly)	Managed Service	$ 32.30	Per Workload
Guardicore Hunt for Workloads 40001-50000 (Yearly)	Managed Service	$ 28.50	Per Workload
Guardicore Hunt for Workloads 50001-999,999,999 (Yearly)	Managed Service	$ 23.75	Per Workload
Training and Enablement			
Global Classroom Training - Additional Seats - Commitment - Seats	Education	$ 1,613.00	Per Seat
Shared Services- Akamai University	Education	$ 1,524.00	Per Seat
Guardicore Certified Segmentation Engineer	Education	$ 1,210.00	Per Seat
Guardicore Certified Segmentation Admin.	Education	$ 1,613.00	Per Seat
Guardicore Certified Segmentation Admin. Private Training • 3 Days Course • Including Exam	Education	$ 12,100.00	Per Package
Guardicore Certified Segmentation Engineer, Private Training • 2 Days Course • Including Exam	Education	$ 8,066.00	Per Package
PS Security Specialist Hours	Education	$ 282.00	Per Hour
PacketFence Basic Training - Flat Fee - Each	Education	$ 4,000.00	Per Package

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Armis: Centrix Asset Management*_

*Armis for Asset Management consolidates asset data into one complete, de-duplicated and authoritative asset map. Creates a complete asset inventory of all asset types from the ground to the cloud ensuring the entire attack surface is both defended and managed in real time. Complete visibility into assets behaviors and risk management based on business context, threat and vulnerability insights and the collective intelligence of billions of assets monitored by the Armis Asset Intelligence Engine. Asset minimum 2000 per tenant. Network ports also known as collectors.

Tier 1 - includes up to 2 network ports
Tier 2 - includes up to 4 network ports
Tier 3 - includes up to 8 network ports
Tier 4 - includes up to 16 network ports
Tier 5 - includes up to 32 network ports
Tier 6 - includes up to 64 network ports
Tier 7 - includes up to 64 network ports

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

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

Tier	Price	Unit
Tier 1: _[500]_ - _[10,000]	$26.58	Per Asset
Tier 2: _[10,001]_ - _[25,000]	$17.72	Per Asset
Tier 3: _[25,001]_ - _[100,000]	$11.81	Per Asset
Tier 4: _[100,001]_ - _[500,000]	$7.88	Per Asset
Tier 5: _[500,001]_ - _[1,000,000]	$5.52	Per Asset
Tier 6: _[1,000,001]_ - _[1,300,00]	$3.50	Per Asset
Tier 7: _[1,300,001]_ - ___+___	$2.80	Per Asset

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

Name	Description	Price	Unit
Network Ports - 1-50 Tier	Additional Network Ports (collectors) to supplement the customers requirement	$3,150.00	Per Network Port Tier
Network Ports - 51-100 Tier	Additional Network Ports (collectors) to supplement the customers requirement	$2,970.00	Per Network Port Tier
Network Ports - 100+ Tier	Additional Network Ports (collectors) to supplement the customers requirement	$2,790.00	Per Network Port Tier

Armis OT/IOT - XS Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$3,150.00	Per Site Tier
Armis OT/IOT - XS Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$2,970.00	Per Site Tier

Armis OT/IOT - XS Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$2,790.00	Per Site Tier
Armis OT/IOT - Small Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,750.00	Per Site Tier

Armis OT/IOT - Small Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,390.00	Per Site Tier
Armis OT/IOT - Small Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,030.00	Per Site Tier

Armis OT/IOT - Med Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$22,500.00	Per Site Tier
Armis OT/IOT - Med Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$21,420.00	Per Site Tier

Armis OT/IOT - Med Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$20,340.00	Per Site Tier
Armis OT/IOT - Large Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$51,300.00	Per Site Tier

Armis OT/IOT - Large Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$48,780.00	Per Site Tier
Armis OT/IOT - Large Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$46,350.00	Per Site Tier

Armis OT/IOT - XL Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$68,400.00	Per Site Tier
Armis OT/IOT - XL Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$64,980.00	Per Site Tier

Armis OT/IOT - XL Site-101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$61,740.00	Per Site Tier
Armis MDS - X-Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$9,000.00	Per Site Tier

Armis MDS - X-Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$8,550.00	Per Site Tier
Armis MDS - X-Small Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$8,100.00	Per Site Tier

Armis MDS - Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$25,650.00	Per Site Tier
Armis MDS - Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$24,390.00	Per Site Tier

Armis MDS - Small Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$23,130.00	Per Site Tier
Armis MDS - Medium Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$38,250.00	Per Site Tier

Armis MDS - Medium Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$36,360.00	Per Site Tier
Armis MDS - Medium Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$34,560.00	Per Site Tier

Armis MDS - Large Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$58,500.00	Per Site Tier
Armis MDS - Large Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$55,620.00	Per Site Tier

Armis MDS - Large Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$52,830.00	Per Site Tier
Armis MDS - X-Large Facilities	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Network Ports included and asset cap to be defined	Custom	Per Site Tier

On-Site Resident Engineer/Architect	1-Year full-time onsite Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis platform. As per customer needs, this resource will fit either an Architect or Engineer profile at Customer's discretion. Resident Engineer will augment the customer engineering team in complex environments to successfully deploy, operate and maintain the Armis platform by providing knowledge and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.	$517,500.00	Per Resource

Remote Resident Engineer/Architect	1-Year full-time remote Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis platform. As per customer needs, this resource will fit either an Architect or Engineer profile at Customer's discretion. Resident Engineer will augment the customer engineering team in complex environments to successfully deploy, operate and maintain the Armis platform by providing knowledge and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.	$432,000.00	Per Resource

Platinum Support	Armis Platinum Services delivers advanced services capabilities for scaled deployments. Services include: Designated Technical Account Manager (TAM), Private / Dedicated Training Classes, Implementation Design & Optimization, Periodical Policies Tuning Assistance, Product Management Roadmap Visibility, Quarterly Executive Reviews (QBRs), Priority Exec Escalation Path, Proactive Emergency Notifications, Proactive Technical Health Monitoring and Tuning	$0.00	Per Subscription
Premium Support	24x7x365 access to Armis Enterprise Technical Support. Onboarding & Deployment Assistance. Access to Armis University with on demand and public remote instructor led training.	$0.00	Per Subscription
Armis Data Retention	Armis Data Retention beyond standard contractual period of retention (per Megabyte)	$900.00	Per Request
Armis Tenant Basic	Additional Basic tenant with customized name for customized customer use, on top of existing customer tenant.	$225,000.00	Per Tenant
Armis Tenant Mid-Enterprise	Additional Mid-Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	$450,000.00	Per Tenant

Armis Tenant Large Enterprise	Additional Large Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	$675,000.00	Per Tenant
Actionable Threat Intelligence for 500-1499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$72,000.00	Per Asset Band
Actionable Threat Intelligence for 1500-2499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$81,000.00	Per Asset Band
Actionable Threat Intelligence for 2500-9999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$90,000.00	Per Asset Band

Actionable Threat Intelligence for 10000-14999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$103,500.00	Per Asset Band
Actionable Threat Intelligence for 15000-24999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$117,000.00	Per Asset Band
Actionable Threat Intelligence for 25000-49999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$144,000.00	Per Asset Band

Actionable Threat Intelligence for 50000-99999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$180,000.00	Per Asset Band
Actionable Threat Intelligence for 100000-199999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$225,000.00	Per Asset Band
Actionable Threat Intelligence for 200000-399999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$270,000.00	Per Asset Band

Actionable Threat Intelligence for 400000-699999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$360,000.00	Per Asset Band
Actionable Threat Intelligence for 700000-999999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$450,000.00	Per Asset Band
Actionable Threat Intelligence for 1000000-1299999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$540,000.00	Per Asset Band

Actionable Threat Intelligence for 1300000+ Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	Custom	Per Asset Band
Actionable Threat Intelligence Pro for 500-1499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$144,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 1500-2499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$162,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 2500-9999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$180,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 10000-14999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$207,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 15000-24999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$234,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 25000-49999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$288,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 50000-99999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$360,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 100000-199999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$450,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 200000-399999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$540,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 400000-699999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$720,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 700000-999999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$900,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 1000000-1299999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$1,080,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 1300000+ Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	Custom	Per Asset Band

Actionable Threat Intelligence Center for 500-1499 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$54,000.00	Per Asset Band
Actionable Threat Intelligence Center for 1500-2499 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$60,750.00	Per Asset Band

Actionable Threat Intelligence Center for 2500-9999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$67,500.00	Per Asset Band
Actionable Threat Intelligence Center for 10000-14999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$77,625.00	Per Asset Band

Actionable Threat Intelligence Center for 15000-24999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$87,750.00	Per Asset Band
Actionable Threat Intelligence Center for 25000-49999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$108,000.00	Per Asset Band

Actionable Threat Intelligence Center for 50000-99999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$135,000.00	Per Asset Band
Actionable Threat Intelligence Center for 100000-199999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$168,750.00	Per Asset Band

Actionable Threat Intelligence Center for 200000-399999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$202,500.00	Per Asset Band
Actionable Threat Intelligence Center for 400000-699999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$270,000.00	Per Asset Band

Actionable Threat Intelligence Center for 700000-999999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$337,500.00	Per Asset Band
Actionable Threat Intelligence Center for 1000000-1299999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$405,000.00	Per Asset Band

Actionable Threat Intelligence Center for 1300000+ Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	Custom	Per Asset Band
ARM-VIPR-AB-1499-491	Armis Vulnerability Prioritization and Remediation for 500 - 1499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, mana	$23,465.00	Per Asset Band
ARM-VIPR-AB-2499-491	Armis Vulnerability Prioritization and Remediation for 1500 - 2499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	$31,587.50	Per Asset Band

ARM-VIPR-AB-9999-491	Armis Vulnerability Prioritization and Remediation for 2500 - 9999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	$45,125.00	Per Asset Band
ARM-VIPR-AB-14999-491	Armis Vulnerability Prioritization and Remediation for 10000 - 14999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$83,932.50	Per Asset Band
ARM-VIPR-AB-24999-491	Armis Vulnerability Prioritization and Remediation for 15000 - 24999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$114,166.25	Per Asset Band
ARM-VIPR-AB-49999-491	Armis Vulnerability Prioritization and Remediation for 25000 - 49999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$153,425.00	Per Asset Band

ARM-VIPR-AB-99999-491	Armis Vulnerability Prioritization and Remediation for 50000 - 99999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$230,137.50	Per Asset Band
ARM-VIPR-AB-199999-491	Armis Vulnerability Prioritization and Remediation for 100000 - 199999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$342,950.00	Per Asset Band
ARM-VIPR-AB-399999-491	Armis Vulnerability Prioritization and Remediation for 200000 - 399999 Assets, Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$532,475.00	Per Asset Band
ARM-VIPR-AB-699999-491	Armis Vulnerability Prioritization and Remediation for 400000 - 699999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$762,612.50	Per Asset Band

ARM-VIPR-AB-999999-491	Armis Vulnerability Prioritization and Remediation for 700000 - 999999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$947,625.00	Per Asset Band
ARM-VIPR-AB-1299999-491	Armis Vulnerability Prioritization and Remediation for 1000000 - 1299999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business ris	$1,064,950.00	Per Asset Band
ARM-VIPR-AB-1300000-491	Armis Vulnerability Prioritization and Remediation for 1300000+ Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, manage	Custom	Per Asset Band

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: **Palo Alto Networks: IoT Subscription**

Service Category: Category 2
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 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

Respondent: KR2 Technology, LLC

Solution Proposed: Zscaler: Zero Trust Device Segmentation

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

Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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)	$100.00	$90.00
ZS-PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private	$200.00	$180.00

		Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)		
ZCES-SUP-ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	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%	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%	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%	5%

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

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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	$50.00	$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	$95.00	$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	$135.00	$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)	$50.00	$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)	$6.00	$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	$25.00	$22.50

		Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)		
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)	$37.50	$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)	$4,000.00	$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)	$2,000.00	$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).	$4,800.00	$4,320.00
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).	$7,200.00	$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).	$12,000.00	$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	$800.00	$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	$3,200.00	$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	$8,000.00	$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)	$100.00	$90.00
ZT-SDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	$20.00	$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	$50.00	$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	$95.00	$85.50
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.	$8,000.00	$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.	$16,000.00	$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.	$32,000.00	$28,800.00

		Targeted for customers with 40,000 users or more.		
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.	$72,000.00	$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.	$136,000.00	$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.	$300.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

[SAMPLE] Price Proposal

Respondent: __KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
0-10,000,000	$626.18 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: **Palo Alto Networks: Cortex XDR**

Service Category: Category 3

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
Cortex XDR Pro Small	$10,115	200 endpoints
Cortex XDR Pro Medium	$178,500	5000 endpoints
Cortex XDR Pro Large	$654,500	20000 endpoints

Table 1. 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

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

Tier	Price	Unit
Small	$11,430	200
Medium	$201,705	5000

Large	$729,415	20000

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

[SAMPLE] Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Google Mandiant Attack Surface Management

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

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

Tier	Price	Unit
MA-ASM	$20.00	Year
MA-ASM-BASE	$126,800.00	Each
GCP Support Base Fee for Region 1 Countries: SUPPORT-GCP-ENHANCED-BASE	$475.00	Month
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	$0.0285	Calculated as 3% of all other service fees

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: **Palo Alto: Networks Cortex Xpanse**

Service Category: 4
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.

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.

	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%

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

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: ___ Wiz: Advanced_____

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

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

Tier	Price	Unit
Wiz Essential 0-199 Workloads	$ 240.00	Per Workload
Wiz Essential 200-499 Workloads	$ 225.00	Per Workload
Wiz Essential 500-999 Workloads	$ 210.00	Per Workload
Wiz Essential 1000-1999 Workloads	$ 195.00	Per Workload
Wiz Essential 2000-3999 Workloads	$ 180.00	Per Workload
Wiz Essential 4000-7999 Workloads	$ 165.00	Per Workload
Wiz Essential 8000-19,999 Workloads	$ 150.00	Per Workload
Wiz Essential 20,000-39,999 Workloads	$ 135.00	Per Workload
Wiz Essential 40,000+ Workloads	$ 120.00	Per Workload
Wiz Advanced 0-199 Workloads	$ 380.00	Per Workload
Wiz Advanced 200-499 Workloads	$ 355.00	Per Workload
Wiz Advanced 500-999 Workloads	$ 330.00	Per Workload
Wiz Advanced 1000-1999 Workloads	$ 305.00	Per Workload
Wiz Advanced 2000-3999 Workloads	$ 280.00	Per Workload
Wiz Advanced 4000-7999 Workloads	$ 255.00	Per Workload
Wiz Advanced 8000-19,999 Workloads	$ 230.00	Per Workload
Wiz Advanced 20,000-39,999 Workloads	$ 205.00	Per Workload
Wiz Advanced 40,000+ Workloads	$ 180.00	Per Workload
Wiz Code 0-99 Active Developers	$ 600.00	Per Active Developer
Wiz Code 100-249 Active Developers	$ 585.00	Per Active Developer
Wiz Code 250-499 Active Developers	$ 560.00	Per Active Developer
Wiz Code 500-999 Active Developers	$ 530.00	Per Active Developer

Wiz Code 1000- 2,999 Active Developers	$ 490.00	Per Active Developer
Wiz Code 3000 Active Developers	$ 450.00	Per Active Developer
Wiz Sensor 0-99 Units	$ 240.00	Per Sensor Unit
Wiz Sensor 100-499 Units	$ 225.00	Per Sensor Unit
Wiz Sensor 500 – 999 Units	$ 210.00	Per Sensor Unit
Wiz Sensor 1000 – 4999 Units	$ 195.00	Per Sensor Unit
Wiz Sensor 5000 Units	$ 180.00	Per Sensor Unit
Wiz for Gov Essential 0-199 Workloads	$ 276.00	Per Workload
Wiz for Gov Essential 200-499 Workloads	$ 259.00	Per Workload
Wiz for Gov Essential 500-999 Workloads	$ 242.00	Per Workload
Wiz for Gov Essential 1000-1999 Workloads	$ 224.00	Per Workload
Wiz for Gov Essential 2000-3999 Workloads	$ 225.00	Per Workload
Wiz for Gov Essential 4000-7999 Workloads	$ 206.00	Per Workload
Wiz for Gov Essential 8000-19,999 Workloads	$ 188.00	Per Workload
Wiz for Gov Essential 20,000-39,999 Workloads	$ 182.00	Per Workload
Wiz for Gov Essential 40,000+ Workloads	$ 162.00	Per Workload
Wiz for Gov Advanced 0-199 Workloads	$ 437.00	Per Workload
Wiz for Gov Advanced 200-499 Workloads	$ 408.00	Per Workload
Wiz for Gov Advanced 500-999 Workloads	$ 380.00	Per Workload
Wiz for Gov Advanced 1000-1999 Workloads	$ 351.00	Per Workload
Wiz for Gov Advanced 2000-3999 Workloads	$ 350.00	Per Workload
Wiz for Gov Advanced 4000-7999 Workloads	$ 319.00	Per Workload
Wiz for Gov Advanced 8000-19,999 Workloads	$ 288.00	Per Workload
Wiz for Gov Advanced 20,000-39,999 Workloads	$ 277.00	Per Workload
Wiz for Gov Advanced 40,000+ Workloads	$ 243.00	Per Workload
Wiz Code for Gov 0-99 Active Developers	$ 750.00	Per Active Developer
Wiz Code for Gov 100-249 Active Developers	$ 731.00	Per Active Developer

Wiz Code for Gov 250-499 Active Developers	$ 728.00	Per Active Developer
Wiz Code for Gov 500-999 Active Developers	$ 689.00	Per Active Developer
Wiz Code for Gov 1000- 2,999 Active Developers	$ 662.00	Per Active Developer
Wiz Code for Gov 3000 Active Developers	$ 608.00	Per Active Developer
Wiz Sensor for Gov 0-99 Units	$ 380.00	Per Sensor Unit
Wiz Sensor for Gov 100-499 Units	$ 355.00	Per Sensor Unit
Wiz Sensor for Gov 500 – 999 Units	$ 330.00	Per Sensor Unit
Wiz Sensor for Gov 1000 – 4999 Units	$ 305.00	Per Sensor Unit
Wiz Sensor for Gov 5000 Units	$ 280.00	Per Sensor Unit
Wiz Premium Support 1YR License - 17.5% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License
Wiz for Gov Premium Support 1YR License - 23% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License

[SAMPLE] Price Proposal

Respondent: _____KR2 Technology, LLC_____

Solution Proposed: _____Abnormal Security Inbound Email Security (IES)_____

Service Category: **Email Security- Service Category 5**

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

Tier	Price	Unit
Order Quantity 150-2999	$40.47	IES per Mailbox
Order Quantity 3000-9999	$26.28	IES per Mailbox
Order Quantity 10000-99999	$17.59	IES per Mailbox
Order Quantity 100,0000+	$12.80	IES per Mailbox

*Minimum initial Inbound Email Security (IES) order per customer is $30,0000
Please note that Abnormal Security does not charge for initial implementation services

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

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

Name	Description	Price	Unit
Email Account Takeover Protection	Detects compromised accounts across email and identity platforms like Google Workspace, Microsoft 365 and its 85+ associated apps, Entra ID, and Okta—observing end-user behavior for activity that deviates from their known normal, including login patterns, MFA methods, too-fast-to-travel locations, mail rule changes, identity events ingested through Abnormal's Crowdstrike integration, and more.	$11.94	Order Quantity 150-2999
Email Account Takeover Protection	Same As Above	$7.75	Order Quantity 3000-9999
Email Account Takeover Protection	Same As Above	$5.02	Order Quantity 10000-99999
Email Account Takeover Protection	Same As Above	$3.60	Order Quantity 100,0000+

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

Name	Description	Price	Unit
Core Security Posture Management	Human behavior AI monitors for configuration drift, alerting you to risky administrator role changes, conditional access policy exceptions, and other potentially high-risk events. Provides ongoing insight into applications integrated into Microsoft 365 including information about app permissions and data access.Detects changes to user privileges and administrative role assignments to help identify and minimize the risk surface area. Provides a simple workflow to acknowledge and address configuration changes.	$11.94	Order Quantity 150-2999
Core Security Posture Management	Same As Above	$7.75	Order Quantity 3000-9999
Core Security Posture Management	Same As Above	$5.02	Order Quantity 10000-99999
Core Security Posture Management	Same As Above	$3.60	Order Quantity 100,0000+

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

Name	Description	Price	Unit
Core Security Posture Management	Human behavior AI monitors for configuration drift, alerting you to risky administrator role changes, conditional access policy exceptions, and other potentially high-risk events. Provides ongoing insight into applications integrated into Microsoft 365 including information about app permissions and data access.Detects changes to user privileges and administrative role assignments to help identify and minimize the risk surface area. Provides a simple workflow to acknowledge and address configuration changes.	$12.54	Order Quantity 150-2999
Core Security Posture Management	Same As Above	$8.52	Order Quantity 3000-9999
Core Security Posture Management	Same As Above	$5.52	Order Quantity 10000-99999
Core Security Posture Management	Same As Above	$3.96	Order Quantity 100,0000+

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

Name	Description	Price	Unit

Abuse Mailbox/AI Security Mailbox	Provides 24/7 AI triage to autonomously inspect and judge user-reported emails as malicious, spam, safe, or a phishing simulation. If an email is found to be malicious or spam, AI Security Mailbox intelligently locates and removes other unreported emails within the same phishing campaign instantly. Responds to every reported email with AI-powered explanations that provide detailed explanations. Employees can also ask follow-up or other security related questions, offering them a delightful and helpful experience. Organizes all user-reported emails in one place and provides full visibility into each submission. Administrators can see the full attack context for each campaign and every email. Integrates with existing end-user phishing reporting buttons, SIEM/SOAR solutions, and ticketing system workflows to enable centralized alerts for SOC analysts.	$11.94	Order Quantity 150-2999
Abuse Mailbox/AI Security Mailbox	Same As Above	$7.75	Order Quantity 3000-9999
Abuse Mailbox/AI Security Mailbox	Same As Above	$5.02	Order Quantity 10000-99999
Abuse Mailbox/AI Security Mailbox	Same As Above	$3.60	Order Quantity 100,0000+

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Akamai Technologies _____.

Service Category: Service Category 6: Content Delivery Network

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

Tier	Price	Unit
App & API Protector with Delivery - Monthly		
App & API Protector - Included delivery - Quantity Based Commit - Up to 1000-GB	$ 19,970.61	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000-GB	$ 21,987.11	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 5000-GB	$ 28,034.99	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 10000-GB	$ 36,340.55	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 20000-GB	$ 51,178.77	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 30000-GB	$ 62,467.94	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 40000-GB	$ 70,209.69	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 50000-GB	$ 74,403.20	Per Tier
App & API Protector - Included delivery - Quantity Based Commit -Up to 1000000-GB	$ 313,634.31	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000000-GB	$ 405,026.12	Per Tier

App & API Protector - Included delivery - Quantity Based Commit - GB 1000-9999999-GB Overage	$ 2.02	Per GB
App & API Protector with Advanced Security Management & Delivery - Monthly		
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000-GB	$ 25,820.87	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 2000-GB	$ 30,121.67	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 5000-GB	$ 43,024.04	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 10000-GB	$ 60,442.57	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 20000-GB	$ 91,192.58	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 30000-GB	$ 113,771.73	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 40000-GB	$ 128,180.03	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 200000-GB	$ 290,319.53	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 500000-GB	$ 403,215.30	Per Tier

App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000000-GB	$ 532,239.04	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - GB 1000-9999999-GB Overage	$ 4.29	Per GB
App & API Protector with Advanced Security Management - Included delivery - Commitment - Additional Security Configurations 0-9999999	$ 11,292.40	Per Configuration
Site Shield - Additional Commitment - Maps	$ 1,524.47	Per Configuration
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1-Domains	$ 1,129.24	Per Domain
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 10-Domains	$ 5,404.22	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 100-Domains	$ 37,668.22	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1000-Domains	$ 188,744.40	Per Package
Certs		
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI

App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard SAN - SNI - Commitment - Unit 1-50-Unit	$ 1,774.52	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
Edge DNS / DNSSEC - Monthly		
Edge DNS - Quantity Based Commit - Up to 1-Zones	$ 293.60	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 3-Zones	$ 483.96	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 10-Zones	$ 967.92	Per Tier (Zone)

Edge DNS - Quantity Based Commit - Up to 25-Zones	$ 1,559.69	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 50-Zones	$ 2,419.80	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 100-Zones	$ 3,387.72	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 250-Zones	$ 4,473.94	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 500-Zones	$ 6,286.09	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1000-Zones	$ 8,818.82	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1500-Zones	$ 11,244.00	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 2500-Zones	$ 15,002.76	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1 Zones	$ 367.00	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 3 Zones	$ 604.95	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 10 Zones	$ 1,209.90	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 25 Zones	$ 1,949.55	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 50 Zones	$ 3,024.75	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 100 Zones	$ 4,234.65	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 250 Zones	$ 5,593.77	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 500 Zones	$ 7,857.89	Per Tier (Zone)

Edge DNS - Security Option - Quantity based Commit - Zones 1000 Zones	$ 11,018.96	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1500 Zones	$ 14,057.42	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 2500 Zones	$ 18,750.22	Per Tier (Zone)
Global Traffic Manager - Monthly		
Global Traffic Management Protect & Perform - Monthly - Properties 0-1-Properties Usage	$ 290.37	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 2-3-Properties Usage	$ 205.68	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 4-10-Properties Usage	$ 90.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 11-25-Properties Usage	$ 58.74	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 26-50-Properties Usage	$ 45.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 51-100-Properties Usage	$ 35.99	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 101-250-Properties Usage	$ 22.06	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 251-500-Properties Usage	$ 15.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 501-1000-Properties Usage	$ 11.85	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 1001-1500-Properties Usage	$ 10.55	Per Property

Global Traffic Management Protect & Perform - Monthly - Properties 1501-2500-Properties Usage	$ 9.41	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 2501-5000-Properties Usage	$ 7.53	Per Property
DNS Firewall - Secure Internet Access - Monthly		
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	$ 4.19	Per User
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	$ 3.15	Per User
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	$ 1.57	Per User
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	$ 1.18	Per User
SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	$ 1.00	Per User
SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	$ 0.92	Per User
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	$ 0.84	Per User
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	$ 0.73	Per User
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	$ 0.60	Per User
SIA Enterprise Essentials - Commitment - Usage Users 50000-9999999-Users	$ 0.52	Per User

Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly		
Bot Manager Premier: 1-1,499 GB Commitment Monthly	$ 2.72	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Commitment Monthly	$ 1.70	Per GB
Bot Manager Premier: 3,500 GB - 7,499 GB Commitment Monthly	$ 1.25	Per GB
Bot Manager Premier: 7,500 GB - 14,999 GB Commitment Monthly	$ 0.84	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Commitment Monthly	$ 0.71	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Commitment Monthly	$ 0.49	Per GB
Bot Manager Premier: 1-1,499 GB Overage Monthly	$ 3.40	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Overage Monthly	$ 2.13	Per GB
Bot Manager Premier: 3,500 GB - 7,499 GB Overage Monthly	$ 1.57	Per GB
Bot Manager Premier: 7,500 GB - 14,999 GB Overage Monthly	$ 1.05	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Overage Monthly	$ 0.89	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Overage Monthly	$ 0.62	Per GB
Advanced API Security - Yearly		
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - OnPrem	$ 2,646,000.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - OnPrem	$ 1,786,050.00	Per Tier (API)

Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - OnPrem	$ 449,820.00	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - OnPrem	$ 264,600.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - OnPrem	$ 158,760.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - OnPrem	$ 79,380.00	Per Package
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - SaaS	$ 2,646,000.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - SaaS	$ 1,786,050.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - SaaS	$ 449,820.00	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - SaaS	$ 264,600.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - SaaS	$ 158,760.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - SaaS	$ 79,380.00	Per Package
Akamai Cloudlets - Monthly		
Cloudlets GB - Usage Monthly, 0 to 999999999 GB	$ 9,672.54	Per GB
Akamai CloudTest Real-time Load Testing- On Demand		
CloudTest On Demand - Commitment - Hour (10 Test Services Hours are required per 1 Test Execution Hour)	$ 181.48	Per Hour

CloudTest On Demand - Up to 1k Users - Quantity based commitment - Virtual Users	$ 2,016.50	Per Tier (Virtual Users)
CloudTest On Demand - Up to 3k users - Quantity based commit - Virtual users	$ 2,688.39	Per Tier (Virtual Users)
CloudTest On Demand - Up to 5k users - Quantity based commit - Virtual users	$ 4,033.00	Per Tier (Virtual Users)
CloudTest On Demand - Up to 10k users - Quantity based commit - Virtual Users	$ 5,377.60	Per Tier (Virtual Users)
CloudTest On Demand - Up to 30k users - Quantity based commit - Virtual users	$ 6,721.39	Per Tier (Virtual Users)
CloudTest On Demand - Up to 50k users - Quantity based commit - Virtual users	$ 8,066.00	Per Tier (Virtual Users)
CloudTest On Demand - Up to 75k Users -Quantity based commit - Virtual Users	$ 9,410.60	Per Tier (Virtual Users)
CloudTest On Demand - Up to 100k Users - Quantity based commit - Virtual Users	$ 10,485.80	Per Tier (Virtual Users)
Account Protector: Account and Identity Fraud - Monthly		
Account Protector - Commitment - GB, 1 - 24999	$ 2.06	Per GB
Account Protector - Commitment - GB, 25000 - 49999	$ 0.94	Per GB
Account Protector - Commitment - GB, 50000 - 99999	$ 0.51	Per GB
Account Protector - Commitment - GB, 100000 - 499999	$ 0.34	Per GB
Account Protector - Commitment - GB, 500000 - 999999	$ 0.13	Per GB
Account Protector - Commitment - GB, 1000000 - Unlimited	$ 0.08	Per GB

Brand Protector: Brand Impersonation - Monthly		
Brand Protector - Quantity Based Commit - Up to 2000-Million Requests	$ 8,791.94	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 100000-Million Requests	$ 40,813.96	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 50000-Million Requests	$ 29,602.22	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 20000-Million Requests	$ 21,536.22	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 10000-Million Requests	$ 15,809.36	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 5000-Million Requests	$ 11,776.36	Per Tier (Requests)
Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly		
Additional Configurations	$ 200.00	Per Configuration
CSPC - Commitment - Up to 25-Million Beacons	$ 7,776.00	Per Tier (Beacons)
CSPC - Commitment - Up to 50-Million Beacons	$ 13,176.00	Per Tier (Beacons)
CSPC - Commitment - Up to 125-Million Beacons	$ 21,276.00	Per Tier (Beacons)
CSPC - Commitment - Up to 250-Million Beacons	$ 32,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 500-Million Beacons	$ 44,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 1000-Million Beacons	$ 56,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 5000-Million Beacons	$ 104,526.00	Per Tier (Beacons)

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

Tier	Price	Unit
App & API Protector with Delivery - Monthly		
App & API Protector - Included delivery - Quantity Based Commit - Up to 1000-GB	$ 19,970.61	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000-GB	$ 21,987.11	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 5000-GB	$ 28,034.99	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 10000-GB	$ 36,340.55	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 20000-GB	$ 51,178.77	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 30000-GB	$ 62,467.94	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 40000-GB	$ 70,209.69	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 50000-GB	$ 74,403.20	Per Tier
App & API Protector - Included delivery - Quantity Based Commit -Up to 1000000-GB	$ 313,634.31	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000000-GB	$ 405,026.12	Per Tier
App & API Protector - Included delivery - Quantity Based Commit - GB 1000-9999999-GB Overage	$ 2.02	Per GB
App & API Protector with Advanced Security Management & Delivery - Monthly		

App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000-GB	$ 25,820.87	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 2000-GB	$ 30,121.67	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 5000-GB	$ 43,024.04	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 10000-GB	$ 60,442.57	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 20000-GB	$ 91,192.58	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 30000-GB	$ 113,771.73	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 40000-GB	$ 128,180.03	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 200000-GB	$ 290,319.53	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 500000-GB	$ 403,215.30	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000000-GB	$ 532,239.04	Per Tier
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - GB 1000-9999999-GB Overage	$ 4.29	Per GB

App & API Protector with Advanced Security Management - Included delivery - Commitment - Additional Security Configurations 0-9999999	$ 11,292.40	Per Configuration
Site Shield - Additional Commitment - Maps	$ 1,524.47	Per Configuration
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1-Domains	$ 1,129.24	Per Domain
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 10-Domains	$ 5,404.22	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 100-Domains	$ 37,668.22	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1000-Domains	$ 188,744.40	Per Package
Certs		
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI

App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard SAN - SNI - Commitment - Unit 1-50-Unit	$ 1,774.52	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 1-25-Unit	$ 403.30	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 25-100-Unit	$ 403.30	Per SAN-SNI
Edge DNS / DNSSEC - Monthly		
Edge DNS - Quantity Based Commit - Up to 1-Zones	$ 293.60	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 3-Zones	$ 483.96	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 10-Zones	$ 967.92	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 25-Zones	$ 1,559.69	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 50-Zones	$ 2,419.80	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 100-Zones	$ 3,387.72	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 250-Zones	$ 4,473.94	Per Tier (Zone)

Edge DNS - Quantity Based Commit - Up to 500-Zones	$ 6,286.09	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1000-Zones	$ 8,818.82	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1500-Zones	$ 11,244.00	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 2500-Zones	$ 15,002.76	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1 Zones	$ 367.00	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 3 Zones	$ 604.95	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 10 Zones	$ 1,209.90	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 25 Zones	$ 1,949.55	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 50 Zones	$ 3,024.75	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 100 Zones	$ 4,234.65	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 250 Zones	$ 5,593.77	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 500 Zones	$ 7,857.89	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1000 Zones	$ 11,018.96	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1500 Zones	$ 14,057.42	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 2500 Zones	$ 18,750.22	Per Tier (Zone)

Global Traffic Manager - Monthly		
Global Traffic Management Protect & Perform - Monthly - Properties 0-1-Properties Usage	$ 290.37	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 2-3-Properties Usage	$ 205.68	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 4-10-Properties Usage	$ 90.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 11-25-Properties Usage	$ 58.74	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 26-50-Properties Usage	$ 45.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 51-100-Properties Usage	$ 35.99	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 101-250-Properties Usage	$ 22.06	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 251-500-Properties Usage	$ 15.50	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 501-1000-Properties Usage	$ 11.85	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 1001-1500-Properties Usage	$ 10.55	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 1501-2500-Properties Usage	$ 9.41	Per Property
Global Traffic Management Protect & Perform - Monthly - Properties 2501-5000-Properties Usage	$ 7.53	Per Property

DNS Firewall - Secure Internet Access - Monthly		
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	$ 4.19	Per User
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	$ 3.15	Per User
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	$ 1.57	Per User
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	$ 1.18	Per User
SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	$ 1.00	Per User
SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	$ 0.92	Per User
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	$ 0.84	Per User
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	$ 0.73	Per User
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	$ 0.60	Per User
SIA Enterprise Essentials - Commitment - Usage Users 50000-9999999-Users	$ 0.52	Per User
Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly		
Bot Manager Premier: 1-1,499 GB Commitment Monthly	$ 2.72	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Commitment Monthly	$ 1.70	Per GB

Bot Manager Premier: 3,500 GB - 7,499 GB Commitment Monthly	$ 1.25	Per GB
Bot Manager Premier: 7,500 GB - 14,999 GB Commitment Monthly	$ 0.84	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Commitment Monthly	$ 0.71	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Commitment Monthly	$ 0.49	Per GB
Bot Manager Premier: 1-1,499 GB Overage Monthly	$ 3.40	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Overage Monthly	$ 2.13	Per GB
Bot Manager Premier: 3,500 GB - 7,499 GB Overage Monthly	$ 1.57	Per GB
Bot Manager Premier: 7,500 GB - 14,999 GB Overage Monthly	$ 1.05	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Overage Monthly	$ 0.89	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Overage Monthly	$ 0.62	Per GB
Advanced API Security - Yearly		
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - OnPrem	$ 2,646,000.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - OnPrem	$ 1,786,050.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - OnPrem	$ 449,820.00	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - OnPrem	$ 264,600.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - OnPrem	$ 158,760.00	Per Tier (API)

Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - OnPrem	$ 79,380.00	Per Package
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - SaaS	$ 2,646,000.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - SaaS	$ 1,786,050.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - SaaS	$ 449,820.00	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - SaaS	$ 264,600.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - SaaS	$ 158,760.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - SaaS	$ 79,380.00	Per Package
Akamai Cloudlets - Monthly		
Cloudlets GB - Usage Monthly, 0 to 999999999 GB	$ 9,672.54	Per GB
Akamai CloudTest Real-time Load Testing- On Demand		
CloudTest On Demand - Commitment - Hour (10 Test Services Hours are required per 1 Test Execution Hour)	$ 181.48	Per Hour
CloudTest On Demand - Up to 1k Users - Quantity based commitment - Virtual Users	$ 2,016.50	Per Tier (Virtual Users)
CloudTest On Demand - Up to 3k users - Quantity based commit - Virtual users	$ 2,688.39	Per Tier (Virtual Users)
CloudTest On Demand - Up to 5k users - Quantity based commit - Virtual users	$ 4,033.00	Per Tier (Virtual Users)

CloudTest On Demand - Up to 10k users - Quantity based commit - Virtual Users	$ 5,377.60	Per Tier (Virtual Users)
CloudTest On Demand - Up to 30k users - Quantity based commit - Virtual users	$ 6,721.39	Per Tier (Virtual Users)
CloudTest On Demand - Up to 50k users - Quantity based commit - Virtual users	$ 8,066.00	Per Tier (Virtual Users)
CloudTest On Demand - Up to 75k Users -Quantity based commit - Virtual Users	$ 9,410.60	Per Tier (Virtual Users)
CloudTest On Demand - Up to 100k Users - Quantity based commit - Virtual Users	$ 10,485.80	Per Tier (Virtual Users)
Account Protector: Account and Identity Fraud - Monthly		
Account Protector - Commitment - GB, 1 - 24999	$ 2.06	Per GB
Account Protector - Commitment - GB, 25000 - 49999	$ 0.94	Per GB
Account Protector - Commitment - GB, 50000 - 99999	$ 0.51	Per GB
Account Protector - Commitment - GB, 100000 - 499999	$ 0.34	Per GB
Account Protector - Commitment - GB, 500000 - 999999	$ 0.13	Per GB
Account Protector - Commitment - GB, 1000000 - Unlimited	$ 0.08	Per GB
Brand Protector: Brand Impersonation - Monthly		
Brand Protector - Quantity Based Commit - Up to 2000-Million Requests	$ 8,791.94	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 100000-Million Requests	$ 40,813.96	Per Tier (Requests)

Brand Protector - Quantity Based Commit - Up to 50000-Million Requests	$ 29,602.22	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 20000-Million Requests	$ 21,536.22	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 10000-Million Requests	$ 15,809.36	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 5000-Million Requests	$ 11,776.36	Per Tier (Requests)
Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly		
Additional Configurations	$ 200.00	Per Configuration
CSPC - Commitment - Up to 25-Million Beacons	$ 7,776.00	Per Tier (Beacons)
CSPC - Commitment - Up to 50-Million Beacons	$ 13,176.00	Per Tier (Beacons)
CSPC - Commitment - Up to 125-Million Beacons	$ 21,276.00	Per Tier (Beacons)
CSPC - Commitment - Up to 250-Million Beacons	$ 32,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 500-Million Beacons	$ 44,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 1000-Million Beacons	$ 56,526.00	Per Tier (Beacons)
CSPC - Commitment - Up to 5000-Million Beacons	$ 104,526.00	Per Tier (Beacons)

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

Akamai provides experts to integrate Akamai's solutions using our proven Enterprise Service Methodology. Free on demand courses, "office hours" are included along with paid options for formal instructor-led courses and ongoing managed services packages.

Name	Description	Price	Unit
App & API Protector Managed Integration			
APP & API Protector with Advanced Security Management - Security Integration - Managed - 1 Configuration, 10 Sites	Managed Integration	$ 10,000.00	Per Package
APP & API Protector with Advanced Security Management - Security Integration - Managed - Additional Configuration, 10 Sites	Managed Integration	$ 7,000.00	Per Package
Managed Integration Advanced Bot Detection and Management for Sophisticated Automated Threats	Managed Integration		
Bot Manager Premier - Transactional Endpoint Protection - Security Integration - Managed - Up to 2 Endpoints	Managed Integration	$ 12,500.00	Per Package
Bot Manager Premier - Transactional Endpoint Protection - Security Integration - Managed - Up to 5 Endpoints	Managed Integration	$ 22,500.00	Per Package

Bot Manager Premier - Transactional Endpoint Protection - Security Integration - Managed - Additional Endpoint, > 5 Endpoints	Managed Integration	$ 5,000.00	Per Endpoint
Managed Integration DNS / DNSSEC			
Edge DNS - Security Integration - Managed - Up to 3 Zones	Managed Integration	$ 4,500.00	Per Package
Edge DNS - Security Integration - Managed - Additional Zone, > 3 Zones	Managed Integration	$ 3,500.00	Per Zone
Managed Integration GTM			
Global Traffic Management Protect & Perform - Security Integration - Managed - Up to 3 Properties	Managed Integration	$ 4,500.00	Per Package
Global Traffic Management Protect & Perform - Security Integration - Managed - Additional Property, > 3 Properties	Managed Integration	$ 1,500.00	Per Property
Protect & Perform MSS 3.0 with Premium 3.0 -Overage-Shared TAS Hours-Quarterly	Managed Services	$ 282.00	Per Hour

Protect & Perform MSS 3.0 with Premium 3.0 -Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Add hours)	Managed Services	$ 88.00	Per Hour
Protect & Perform MSS 3.0 with Premium 3.0 -Overage-Shared PS Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Protect & Perform MSS 3.0 with Premium 3.0: Additional Technical Support Alignment - Commitment - Unit	Managed Services	$ 5,808.00	Per Package
Protect & Perform MSS 3.0 with Premium 3.0: Managed Security Service 3.0- Commitment- Managed PI Configurations- Monthly	Managed Services	$ 290.00	Per Configuration
Protect & Perform MSS 3.0 with Premium 3.0: Managed Security Service 3.0- Commitment- Managed WebApp Policies-Monthly	Managed Services	$ 363.00	Per Policy
Protect & Perform MSS 3.0 with Premium 3.0: Managed Security Service 3.0 - Commitment - Resource Purpose Names (Managed BMP Endpoints) - Monthly	Managed Services	$ 871.00	Per Endpoint

Protect & Perform MSS 3.0 with Premium 3.0: Managed Security Service 3.0-Commitment-Reviews-Monthly	Managed Services	$ 363.00	Per Review
Protect & Perform MSS 3.0 with Premium 3.0: Managed Security Service 3.0-Commitment-SOCC Scaling-Monthly	Managed Services	$ 653.00	Per Entitlement
Protect & Perform MSS 3.0 with Premium 3.0: Premium Service and Support 3.0-Commitment-Assessments (Removal - Max 1)	Managed Services	$ 545.00	Per Assessment
Protect & Perform MSS 3.0 with Premium 3.0: Premium Service and Support 3.0-Commitment-Monthly Fee for Additional Business Assessments	Managed Services	$ 545.00	Per Assessment
Protect & Perform MSS 3.0 with Premium 3.0: Premium Service and Support 3.0-Commitment-Monthly Fee for Additional Configs	Managed Services	$ 290.00	Per Configuration
Protect & Perform MSS 3.0 with Premium 3.0 - SOCC Premium - Flat Fee - Per Month	Managed Services	$ 40,330.00	Per Package

Protect & Perform MSS 3.0 with Advanced-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Add hours)	Managed Services	$ 88.00	Per Hour
Protect & Perform MSS 3.0 with Advanced-Overage-Shared TAS Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Protect & Perform MSS 3.0 with Advanced-Overage-Shared PS Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Protect & Perform: Managed Security Service 3.0-Commitment-Managed PI Configurations-Monthly	Managed Services	$ 290.00	Per Configuration
Protect & Perform: Managed Security Service 3.0-Commitment-Managed WebApp Policies-Monthly	Managed Services	$ 363.00	Per Policy
Protect & Perform: Managed Security Service 3.0 - Commitment - Resource Purpose Names (Managed BMP Endpoints) - Monthly	Managed Services	$ 871.00	Per Endpoint
Protect & Perform: Managed Security Service 3.0-Commitment-Reviews-Monthly	Managed Services	$ 363.00	Per Review

Protect & Perform: Managed Security Service 3.0-Commitment-SOCC Scaling-Monthly	Managed Services	$ 653.00	Per Entitlement
Protect & Perform MSS 3.0 with Advanced: Advanced Service and Support-Commitment-(Removing Configurations Max =2)	Managed Services	$ 290.00	Per Configuration
Protect & Perform MSS 3.0 with Advanced: Advanced Service and Support-Commitment-Monthly Fee for Additional Configurations included under Health Check	Managed Services	$ 290.00	Per Configuration
Protect & Perform MSS 3.0 with Advanced - SOCC Premium - Flat Fee - Per Month	Managed Services	$ 40,330.00	Per Package
Protect & Perform MSS 3.0 with Plus-Overage-Shared PS Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Protect & Perform MSS 3.0 with Plus: Managed Security Service 3.0-Commitment-Managed PI Configurations-Monthly	Managed Services	$ 290.00	Per Configuration

Protect & Perform MSS 3.0 with Plus: Managed Security Service 3.0-Commitment-Managed WebApp Policies-Monthly	Managed Services	$ 363.00	Per Policy
Protect & Perform MSS 3.0 with Plus: Managed Security Service 3.0 - Commitment - Resource Purpose Names (Managed BMP Endpoints) - Monthly	Managed Services	$ 871.00	Per Endpoint
Protect & Perform MSS 3.0 with Plus: Managed Security Service 3.0-Commitment-Reviews-Monthly	Managed Services	$ 363.00	Per Review
Protect & Perform MSS 3.0 with Plus: Managed Security Service 3.0-Commitment-SOCC Scaling-Monthly	Managed Services	$ 653.00	Per Entitlement
Protect & Perform: Managed Security Service 3.0-Overage-Technical Advisory Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Protect & Perform MSS 3.0 with Plus: Plus Service and Support-Commitment-Configurations-Monthly (Removal Max =2)	Managed Services	$ 290.00	Per Configuration

Protect & Perform MSS 3.0 with Plus: Plus Service and Support-Commitment-Configurations-Monthly (Add Health Check Configurations)	Managed Services	$ 290.00	Per Configuration
Protect & Perform MSS 3.0 with Plus - SOCC Premium - Flat Fee - Per Month	Managed Services	$ 40,330.00	Per Package
Protect & Perform SOA with Plus-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Removal Hour - Max 15)	Managed Services	$ 88.00	Per Hour
Protect & Perform: Plus Service and Support-Commitment-Configurations-Monthly (Removal Max =2)	Managed Services	$ 290.00	Per Configuration
Protect & Perform: Plus Service and Support-Commitment -Training Seats	Managed Services	$ 101.00	Per Seat
Protect & Perform SOA with Premium-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Remove hours - Max 72)	Managed Services	$ 88.00	Per Hour
Protect & Perform: Premium Service and Support 3.0-Commitment-Assessments (Removal - Max 1))	Managed Services	$ 545.00	Per Package

Protect & Perform SOA with Advanced-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Remove hours Max 22)	Managed Services	$ 88.00	Per Hour
Protect & Perform: Advanced Service and Support-Commitment-(Removing Configurations Max =2)	Managed Services	$ 290.00	Per Configuration
Protect & Perform: Advanced Service and Support - Commitment - Training Seat	Managed Services	$ 101.00	Per Seat
Protect & Perform RRS with Plus-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Removal hours - Max 3)	Managed Services	$ 88.00	Per Hour
Protect & Perform RRS with Plus: Plus Service and Support-Commitment-Configurations-Monthly (Removal Max =2)	Managed Services	$ 290.00	Per Configuration
Protect & Perform RRS with Plus: Plus Service and Support-Commitment -Training Seats	Managed Services	$ 101.00	Per Seat
Protect & Perform RRS with Advanced-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Removal hours - Max 18)	Managed Services	$ 88.00	Per Hour

Protect & Perform RRS with Advanced: Advanced Service and Support-Commitment-(Removing Configurations Max =2)	Managed Services	$ 290.00	Per Configuration
Protect & Perform RRS with Advanced: Advanced Service and Support - Commitment - Training Seat	Managed Services	$ 101.00	Per Seat
Protect & Perform RRS with Premium-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Remove hours - Max 60)	Managed Services	$ 88.00	Per Hour
Protect & Perform RRS with Premium: Premium Service and Support 3.0-Commitment-Assessments (Removal - Max 1))	Managed Services	$ 545.00	Per Configuration
Premium Service and Support 3.0 - Commitment - Remove Assessments	Managed Services	$ 605.00	Per Assessment
Protect & Perform Premium Service and Support 3.0 - Commitment - Remove Assessments	Managed Services	$ 549.00	Per Assessment
Protect & Perform Premium Service and Support 3.0 - Commitment - Adding Assessments	Managed Services	$ 549.00	Per Assessment

Premium Service and Support 3.0 - Included Units - Remove PS Hour (Consumption Frequency - Quarterly)	Managed Services	$ 69.00	Per Hour
Protect & Perform Premium Service and Support 3.0 - Commitment - Health Checks and Proactive Monitoring - Monthly fee for Addition	Managed Services	$ 290.00	Per Health Check
Plus Service and Support - Health Check Configurations - Commitment - Configurations (For Removal of Configurations)	Managed Services	$ 323.00	Per Configuration
Plus Service and Support - PS Hour - Commitment - Hour (Removal Hour - Max 3)	Managed Services	$ 69.00	Per Hour
Plus Service and Support - PS Hour - Included Units - Hour (Consumption Frequency - Quarterly)	Managed Services	$ 282.00	Per Hour
Plus Service and Support - Commitment - Training Seats	Education	$ 101.00	Per Seat
PS Security Specialist Hours	Managed Services	$ 282.00	Per Hour
Professional Services - Security (per hour)	Managed Services	$ 282.00	Per Hour
Advanced Service and Support: Flat Fee, Per Month	Managed Services	$ 9,672.00	Per Package

Advanced Service and Support: PS Hours, Commitment, Monthly Fee for Quarterly Hours, 30 - 999,999,999	Managed Services	$ 81.00	Per Hour
Advanced Service and Support: Health Check Configurations, 1 - 10, Commitment	Managed Services	$ 323.00	Per Configuration
Advanced Service and Support: Advanced Project Management, Each, Per Month	Managed Services	$ 2,820.00	Per Project
Protect & Perform SOA with Plus: Base Fee, Monthly	Managed Services	$ 5,040.00	Per Package
Protect & Perform SOA with Advanced-Flat Fee-Per Month-Monthly	Managed Services	$ 11,520.00	Per Package
Protect & Perform Ongoing Support: Readiness and Response Service with Plus: Base Fee, Monthly	Managed Services	$ 9,360.00	Per Package
Protect & Perform Ongoing Support: Readiness and Response Service with Advanced: Base Fee, Monthly	Managed Services	$ 15,840.00	Per Package
Protect & Perform Ongoing Support: Managed Security Service with Advanced: Base Fee, Monthly	Managed Services	$ 26,400.00	Per Package
Protect & Perform SOA with Plus: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 88.00	Per Hour

Protect & Perform SOA with Plus: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Plus: Health Check Configurations (Additional Configs per Check), Monthly, 1 - 10	Managed Services	$ 280.00	Per Configuration
Protect & Perform SOA with Plus: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 363.00	Per Review
Protect & Perform SOA with Plus: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package
Protect & Perform SOA with Plus: Enterprise Security Coverage, Review, Monthly, 1 - 999,999,999	Managed Services	$ 363.00	Per Review
Protect & Perform SOA with Plus: Enterprise Security Coverage, Hours, Commitment, Monthly, 1 - 999,999,999	Managed Services	$ 94.00	Per Configuration
Protect & Perform SOA with Plus: Enterprise Security Coverage, Hours, Overage, Monthly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour

Protect & Perform SOA with Advanced: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 88.00	Per Hour
Protect & Perform SOA with Advanced: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Advanced: Health Check Configurations (Additional Configs per Check), Monthly, 1 - 10	Managed Services	$ 288.00	Per Configuration
Protect & Perform SOA with Advanced: Technical Advisory Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 48	Managed Services	$ 94.00	Per Hour
Protect & Perform SOA with Advanced: Technical Advisory Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Advanced: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform SOA with Advanced: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package

Protect & Perform SOA with Advanced: Advanced Project Mgmt Option, Base Fee, Monthly	Managed Services	$ 2,520.00	Per Package
Protect & Perform SOA with Advanced: Enterprise Security Coverage, Review, Monthly, 1 - 999,999,999	Managed Services	$ 363.00	Per Review
Protect & Perform SOA with Advanced: Enterprise Security Coverage, Hours, Commitment, Monthly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
Protect & Perform SOA with Advanced: Enterprise Security Coverage, Hours, Overage, Monthly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Advanced: Advanced Project Mgmt Option, Hours, Commitment, Monthly, 1 - 48	Managed Services	$ 80.00	Per Hour
Protect & Perform SOA with Advanced: Advanced Project Mgmt Option, Hours, Overage, Monthly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Premium-Flat Fee-Per Month-Monthly	Managed Services	$ 24,480.00	Per Package

Protect & Perform SOA with Premium: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 88.00	Per Hour
Protect & Perform SOA with Premium: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Premium: Proactive Monitoring Configurations (Additional Configs per Check), Monthly, 1 - 999,999,999	Managed Services	$ 288.00	Per Configuration
Protect & Perform SOA with Premium: Technical Advisory Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
Protect & Perform SOA with Premium: Technical Advisory Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Premium: Support Advocacy Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 80.00	Per Hour
Protect & Perform SOA with Premium: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review

Protect & Perform SOA with Premium: Business Assessments (Additional Assessments), Monthly, 1 - 12	Managed Services	$ 540.00	Per Assessment
Protect & Perform SOA with Premium: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package
Protect & Perform SOA with Premium: Enterprise Security Coverage, Reviews, Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform SOA with Premium: Enterprise Security Coverage, Hours, Quarterly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
Protect & Perform SOA with Premium: Enterprise Security Coverage, Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform SOA with Premium: Additional Technical Support Alignment, Monthly	Managed Services	$ 5,760.00	Per Package
Protect & Perform RSS with Plus: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 86.00	Per Hour

Protect & Perform RSS with Plus: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Plus: Health Check Configurations (Additional Configs per Check), Monthly, 1 - 10	Managed Services	$ 288.00	Per Configuration
Protect & Perform RSS with Plus: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Plus: SOCC Scaling, Business Assessments (Additional Assessments), Monthly, 1 - 12	Managed Services	$ 648.00	Per Assessment
Protect & Perform RSS with Plus: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package
Protect & Perform RSS with Plus: Enterprise Security Coverage, Reviews, Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Plus: Enterprise Security Coverage, Hours, Quarterly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour

Protect & Perform RSS with Plus: Enterprise Security Coverage, Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Advanced: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 87.00	Per Hour
Protect & Perform RSS with Advanced: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Advanced: Health Check Configurations (Additional Configs per Check), Monthly, 1 - 10	Managed Services	$ 288.00	Per Configuration
Protect & Perform RSS with Advnaced: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Advnaced: SOCC Scaling, Business Assessments (Additional Assessments), Monthly, 1 - 12	Managed Services	$ 648.00	Per Assessment
Protect & Perform RSS with Advnaced: Technical Advisory Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour

Protect & Perform RSS with Advnaced: Technical Advisory Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Advanced: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package
Protect & Perform RSS with Advanced: Advanced Project Mgmt Option, Base Fee, Monthly	Managed Services	$ 2,520.00	Per Package
Protect & Perform RSS with Advanced: Enterprise Security Coverage, Review, Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Advanced: Enterprise Security Coverage, Hours, Commitment, Monthly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
Protect & Perform RSS with Advanced: Enterprise Security Coverage, Hours, Overage, Monthly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Advanced: Advanced Project Mgmt Option, Hours, Commitment, Monthly, 1 - 48	Managed Services	$ 80.00	Per Hour

Protect & Perform RSS with Advanced: Advanced Project Mgmt Option, Hours, Overage, Monthly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RRS with Premium-Flat Fee-Per Month-Monthly	Managed Services	$ 28,800.00	Per Package
Protect & Perform RSS with Premium: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 87.00	Per Hour
Protect & Perform RSS with Premium: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Premium: Proactive Monitoring Configurations (Additional Configs per Check), Monthly, 1 - 999,999,999	Managed Services	$ 288.00	Per Configuration
Protect & Perform RSS with Premium: Technical Advisory Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
Protect & Perform RSS with Premium: Technical Advisory Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour

Protect & Perform RSS with Premium: Support Advocacy Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 80.00	Per Hour
Protect & Perform RSS with Premium: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Premium: SOCC Scaling, (Additional SOCC Cases), Monthly, 1 - 999,999,999	Managed Services	$ 648.00	Per SOCC Case
Protect & Perform RSS with Premium: Business Assessments (Additional Assessments), Monthly, 1 - 12	Managed Services	$ 540.00	Per Assessment
Protect & Perform RSS with Premium: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,728.00	Per Package
Protect & Perform RSS with Premium: Enterprise Security Coverage, Reviews, Monthly, 1 - 999,999,999	Managed Services	$ 360.00	Per Review
Protect & Perform RSS with Premium: Enterprise Security Coverage, Hours, Quarterly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour

Protect & Perform RSS with Premium: Enterprise Security Coverage, Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
Protect & Perform RSS with Premium: Additional Technical Support Alignment, Monthly	Managed Services	$ 5,760.00	Per Package
Security Optimization Assistance 2.0 (3 reviews/year, 24 hours/quarter) - Flat Fee - Per Month - Monthly	Managed Services	$ 3,200.00	Per Package
SOA 2.0: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
SOA 2.0: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
SOA 2.0: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 400.00	Per Review
SOA 2.0: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,920.00	Per Package
SOA 2.0: Enterprise Security Coverage, Reviews, Monthly, 1 - 999,999,999	Managed Services	$ 400.00	Per Review
SOA 2.0: Enterprise Security Coverage, Hours, Quarterly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour

SOA 2.0: Enterprise Security Coverage, Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
R & R 2.0: Base Fee, Monthly	Managed Services	$ 8,000.00	Per Package
R & R 2.0: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
R & R 2.0: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
R & R 2.0: Security Reviews (Additional Reviews), Monthly, 1 - 999,999,999	Managed Services	$ 400.00	Per Review
R & R 2.0: SOCC Scaling (Additional SOCC Cases), Monthly, 1 - 999,999,999	Managed Services	$ 720.00	Per SOCC Case
R & R 2.0: Enterprise Security Coverage, Base Fee, Monthly	Managed Services	$ 1,920.00	Per Package
R & R 2.0: Enterprise Security Coverage, Reviews, Monthly, 1 - 999,999,999	Managed Services	$ 400.00	Per Review
R & R 2.0: Enterprise Security Coverage, Hours, Quarterly, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
R & R 2.0: Enterprise Security Coverage, Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
PS&S 3.0: Base Fee, Monthly	Managed Services	$ 24,000.00	Per Package

PS&S 3.0: PS Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 80.00	Per Hour
PS&S 3.0: PS Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
PS&S 3.0: Technical Advisory Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 94.00	Per Hour
PS&S 3.0: Technical Advisory Hours, Overage, As Incurred Quarterly, 1 - 999,999,999	Managed Services	$ 280.00	Per Hour
PS&S 3.0: Support Advocacy Hours (Additional Hours), Monthly Fee for Quarterly Hours, 1 - 999,999,999	Managed Services	$ 80.00	Per Hour
PS&S 3.0: Business Assessments (Additional Assessments), Monthly, 1 - 6	Managed Services	$ 600.00	Per Assessment
PS&S 3.0: Akamai University (Custom Training Days Onsite), Monthly, 1 - 10	Education	$ 240.00	Per Hour
PS&S 3.0: Health Check Configurations (Additional Configs per Check), Monthly, 1 - 999,999,999	Managed Services	$ 320.00	Per Configuration
PS&S 3.0: Additional Technical Support Alignment, Monthly	Managed Services	$ 6,400.00	Per Package

Plus Service and Support: Flat Fee, Per Month	Managed Services	$ 2,400.00	Per Package
Plus Service and Support: PS Hours, Commitment, Monthly Fee for Quarterly Hours, 18 - 999,999,999	Managed Services	$ 80.00	Per Hour
Plus Service and Support: Health Check Configurations, 3 - 10, Commitment	Managed Services	$ 320.00	Per Configuration
Protect & Perform MSS 3.0 with Plus-Flat Fee-Per Month-Monthly	Managed Services	$ 19,920.00	Per Package
Protect & Perform MSS 3.0 with Premium 3.0-Flat Fee-Per Month	Managed Services	$ 39,360.00	Per Package
Protect & Perform MSS 3.0 with Advanced-Flat Fee-Per Month-Monthly	Managed Services	$ 26,400.00	Per Package
Security Optimization Assistance 2.0 (1 review/year, 6 hours/ quarter) - Flat Fee - Per Month - Monthly - for AAP/AAP+ASM Customers ONLY	Managed Services	$ 880.00	Per Package
SOCC Premium - Flat Fee - Per Month	Managed Services	$ 40,156.00	Per Package
Managed Security Service 3.0 - Flat Fee - Per Month - Monthly	Managed Services	$ 19,757.00	Per Package

Managed Security Service 3.0 - Commitment - Resource Purpose Names (Managed BMP Endpoints) (Addition/Removal) - Monthly Billing - Period Consumption	Managed Services	$ 964.00	Per Endpoint
Managed Security Service 3.0 - Commitment - SOCC Scaling - Monthly Billing - Annual Consumption	Managed Services	$ 723.00	Per SOCC Case
Managed Security Service 3.0 - Commitment - Managed WebApp Policies (Addition/ Removal) - Monthly Billing - Period Consumption	Managed Services	$ 402.00	Per Policy
Managed Security Service 3.0 - Commitment - Reviews (Addition/ Removal) - Monthly Billing - Annual Consumption	Managed Services	$ 402.00	Per Review
Managed Security Service 3.0 - Commitment - Managed PI Configurations (Addition/Removal) - Monthly Billing - Period Consumption	Managed Services	$ 320.00	Per Configuration
Managed Security Service 3.0 - Included Units - Hour - Monthly Billing - Quarterly Consumption	Managed Services	$ 280.00	Per Hour

Managed Security Service 3.0 - Included Units - Technical Advisory Hours - Monthly Billing - Quarterly Consumption	Managed Services	$ 280.00	Per Hour
Protect & Perform MSS 3.0 with Plus-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Add hours)	Managed Services	$ 145.00	Per Hour
Managed Security Service 3.0 - Commitment - Hour (Addition/Removal) - Monthly Billing - Quarterly Consumption	Managed Services	$ 94.00	Per Hour
Managed Security Service 3.0 - Commitment - Technical Advisory Hours (Addition/ Removal) - Monthly Billing - Quarterly Consumption	Managed Services	$ 94.00	Per Hour
Protect & Perform MSS 3.0 with Premium 3.0-Commitment-Shared TAS Hours-Monthly Fee for Quarterly Hours	Managed Services	$ 94.00	Per Hour
Protect & Perform MSS 3.0 with Advanced-Commitment-Shared TAS Hours-Monthly Fee for Quarterly Hours (Add hours)	Managed Services	$ 94.00	Per Hour

Protect & Perform: Managed Security Service 3.0 - Commitment -Technical Advisory Hours- Monthly	Managed Services	$ 94.00	Per Hour
Protect & Perform MSS 3.0 with Premium 3.0-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Remove hours - Max 74)	Managed Services	$ 87.00	Per Hour
Protect & Perform MSS 3.0 with Advanced-Commitment-Shared PS Hours-Monthly Fee for Quarterly Hours (Removal hour - Max 24)	Managed Services	$ 87.00	Per Hour
Managed Security Service 3.0 - Commitment - Support Advocacy Hours - Monthly Billing - Quarterly Consumption	Managed Services	$ 80.00	Per Hour
Protect & Perform MSS 3.0 with Premium 3.0-Commitment-Shared Support Advocacy Hours-Monthly Fee for Quarterly Hours	Managed Services	$ 80.00	Per Hour
Protect & Perform: Managed Security Service 3.0 - Commitment -Support Advocacy Hours- Monthly	Managed Services	$ 80.00	Per Hour

Protect & Perform: Managed Security Service 3.0 with Plus – Commitment Support Advocacy Hours- Monthly	Managed Services	$ 80.00	Per Hour
Advanced Service and Support - Commitment - Health Check Configurations -Monthly Fee for Addition of Configurations	Managed Services	$ 323.00	Per Configuration
Protect & Perform Advanced Service and Support - Commitment - Health Check Configurations -Monthly Fee for Addition of Configurations	Managed Services	$ 290.00	Per Configuration
Protect & Perform Advanced Service and Support - Commitment - Health Check Configurations - (Removal Max 2)	Managed Services	$ 290.00	Per Configuration
Advanced Service and Support - PS Hours - Overage - Hour 30-9999999-Hour	Managed Services	$ 282.00	Per Hour
Advanced Service and Support - PS Hours - Commitment - Hours - (Removal Max 10) 20-30-Hour	Managed Services	$ 69.00	Per Hour
Advanced Service and Support- Commitment- Technical Advisory Hours-Monthly Fee for Quarterly Hours (Add hours Max 48)	Managed Services	$ 94.00	Per Hour

Advanced Service and Support-Overage-Technical Advisory Hours-Quarterly	Managed Services	$ 282.00	Per Hour
Advanced Service and Support - Commitment - Training Seats	Education	$ 101.00	Per Seat

Price Proposal

Respondent: KR2 Technology, LLC

Proposed Solution: Avertium Managed Services (for existing MSFT E3/ E5 Users)

Service Category: 7 SOP & Category 16 Enterprise Security Log Management

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

Tier	Price	Unit
250	$4,950/mo	MSFT E3/E5 Licenses and/or Protected Devices
500	$7,400/mo	MSFT E3/E5 Licenses and/or Protected Devices
1000	$11,400/mo	MSFT E3/E5 Licenses and/or Protected Devices
1500	$16,200/mo	MSFT E3/E5 Licenses and/or Protected Devices
2000	$19,725/mo	MSFT E3/E5 Licenses and/or Protected Devices
3000	$27,000/mo	MSFT E3/E5 Licenses and/or Protected Devices
5000	$37,500/mo	MSFT E3/E5 Licenses and/or Protected Devices
5000+	Custom	MSFT E3/E5 Licenses and/or Protected Devices

[SAMPLE] Price Proposal

Respondent: ___KR2 Technology. LLC_____

Solution Proposed: _CrowdStrike_____

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
0-10,000,000	$730.14 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

[SAMPLE] Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Google Chronicle SecOps

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
Chronicle SecOps Standard US: Subscriptions/ LogIngestBytes/Standard/US	$1.56	GB Per Year
Chronicle SecOps Enterprise US: Subscriptions/ LogIngestBytes/Enterprise/US	$1.92	GB Per Year
Chronicle SecOps Enterprise Plus: Subscriptions/LogIngestBytes/EnterprisePlus/US	$3.68	GB Per Year
GCP Support Base Fee for Region 1 Countries: SUPPORT-GCP-ENHANCED-BASE	$475.00	Month
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	$0.0285	Calculated as 3% of all other service fees

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed:**Palo Alto Networks: Cortex XSIAM**

Service Category: 7
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.

Price Proposal

Respondent: KR2 Technology, LLC

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

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

Price Proposal

Respondent: __KR2 Technology_____

Solution Proposed: Avertium IAM Services for existing Microsoft Entra users:

Service Category 8 IAM

Prices for **initial** term:

Name	Description	Price
IAM – Entra (Assess & Design)	Assess current configs & controls	$18,500 (up to 1,500 users)
IAM – Entra (Protect)	Configure and implement policies & platform security	$18,500 (up to 1,500 users)
IAM – On-Prem (Assess & Design)	Assess local AD configs & controls	$18,500 (up to 1,500 users)
IAM – On-Prem (Protect)	Configure and implement policies & platform security	$18,500 (up to 1,500 users)
Full IAM Implementation Hybrid Environment	Assessment, plan and implementation of remediation actions	$70,000 (up to 1,500 users)

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: __Akamai Technologies _____

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

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

Tier	Price	Unit
Enterprise Application Access: Zero Trust Network Access - Monthly		
Enterprise Application Access Enterprise: Platform Fee, Monthly	$ 800.00	Per Platform
Enterprise Application Access Enterprise: 1 to 99 Users Commitment, Monthly	$ 9.60	Per User
Enterprise Application Access Enterprise: 100 to 499 Users Commitment, Monthly	$ 7.20	Per User
Enterprise Application Access Enterprise: 500 to 999 Users Commitment, Monthly	$ 5.60	Per User
Enterprise Application Access Enterprise: 1000 to 2499 Users Commitment, Monthly	$ 5.20	Per User
Enterprise Application Access Enterprise: 2500 to 4999 Users Commitment, Monthly	$ 4.80	Per User
Enterprise Application Access Enterprise: 5000 to 7499 Users Commitment, Monthly	$ 4.40	Per User
Enterprise Application Access Enterprise: 7500 to 9999 Users Commitment, Monthly	$ 4.20	Per User
Enterprise Application Access Enterprise: 10000 to 999999999 Users Commitment, Monthly	$ 4.00	Per User
Akamai Multi-factor Authentication - Monthly		

Multi-Factor Authentication: Commitment, Monthly, 100 - 499	$ 1.81	Per User
Multi-Factor Authentication: Commitment, Monthly, 500 - 999	$ 1.77	Per User
Multi-Factor Authentication: Commitment, Monthly, 1000 - 2499	$ 1.74	Per User
Multi-Factor Authentication: Commitment, Monthly, 2500 - 4999	$ 1.72	Per User
Multi-Factor Authentication: Commitment, Monthly, 5000 - 7499	$ 1.69	Per User
Multi-Factor Authentication: Commitment, Monthly, 7500 - 9999	$ 1.66	Per User
Multi-Factor Authentication: Commitment, Monthly, 10000 - 24999	$ 1.52	Per User
Multi-Factor Authentication: Commitment, Monthly, 25000 - 49999	$ 1.32	Per User
Multi-Factor Authentication: Commitment, Monthly, 50000 - 99999	$ 1.00	Per User
Multi-Factor Authentication: Commitment, Monthly, 100000 - 999999999	$ 0.60	Per User
DNS Firewall - Secure Internet Access - Monthly		
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	$ 4.19	Per User
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	$ 3.15	Per User
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	$ 1.57	Per User
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	$ 1.18	Per User

SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	$ 1.00	Per User
SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	$ 0.92	Per User
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	$ 0.84	Per User
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	$ 0.73	Per User
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	$ 0.60	Per User
SIA Enterprise Essentials - Commitment - Usage Users 50000-999999-Users	$ 0.52	Per User
ZTNA - Akamai Guardicore Network Segmentation - Yearly		
Endpoint/VDI Visibility & Enforcement 1-1000 (Yearly)	$ 37.05	Per Endpoint
Endpoint/VDI Visibility & Enforcement 1001-5000 (Yearly)	$ 34.20	Per Endpoint
Endpoint/VDI Visibility & Enforcement 5001-10000 (Yearly)	$ 28.50	Per Endpoint
Endpoint/VDI Visibility & Enforcement 10001-999,999,999 (Yearly)	$ 23.75	Per Endpoint
Workload Visibility & Enforcement 1-50 (Yearly)	$ 570.00	Per Workload
Workload Visibility & Enforcement 51-100 (Yearly)	$ 475.00	Per Workload
Workload Visibility & Enforcement 101-150 (Yearly)	$ 427.50	Per Workload
Workload Visibility & Enforcement 151-200 (Yearly)	$ 370.50	Per Workload

Workload Visibility & Enforcement 201-500 (Yearly)	$ 342.00	Per Workload
Workload Visibility & Enforcement 501-1000 (Yearly)	$ 275.50	Per Workload
Workload Visibility & Enforcement 1001-2000 (Yearly)	$ 247.00	Per Workload
Workload Visibility & Enforcement 2001-5000 (Yearly)	$ 228.00	Per Workload
Workload Visibility & Enforcement 5001-10000 (Yearly)	$ 202.35	Per Workload
Workload Visibility & Enforcement 10001-20000 (Yearly)	$ 190.00	Per Workload
Workload Visibility & Enforcement 20001-30000 (Yearly)	$ 154.85	Per Workload
Workload Visibility & Enforcement 30001-40000 workloads	$ 131.10	Per Workload
Workload Visibility & Enforcement 40001-50000 workloads	$ 113.05	Per Workload
Workload Visibility & Enforcement 50001-999999999 workloads	$ 95.00	Per Workload
Workload Visibility 1-200 (Yearly)	$ 185.25	Per Workload
Workload Visibility 201-500 (Yearly)	$ 171.00	Per Workload
Workload Visibility 501-1000 (Yearly)	$ 137.75	Per Workload
Workload Visibility 1001-2000 (Yearly)	$ 123.50	Per Workload
Workload Visibility 2001-5000 (Yearly)	$ 114.00	Per Workload
Workload Visibility 5001-10000 (Yearly)	$ 101.80	Per Workload
Workload Visibility 10001-20000 (Yearly)	$ 95.00	Per Workload
Workload Visibility 20001-30000 (Yearly)	$ 77.43	Per Workload
Workload Visibility 30001-40000 (Yearly)	$ 65.56	Per Workload
Workload Visibility 40001-50000 (Yearly)	$ 56.53	Per Workload

Workload Visibility 50001-999,999,999 (Yearly)	$ 47.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1-1000-Workload	$ 28.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1001-10000-Workload	$ 14.25	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 10001-9999999-Workload	$ 9.50	Per Workload
Insight Workload Add On 1-1000 (Yearly)	$ 19.00	Per Workload
Insight Workload Add On 1001-5000 (Yearly)	$ 15.20	Per Workload
Insight Workload Add On 5001-10000 (Yearly)	$ 13.30	Per Workload
Insight Workload Add On 10001-999,999,999 (Yearly)	$ 11.40	Per Workload
Deception Workload Add On 1-1000 (Yearly)	$ 28.50	Per Workload
Deception Workload Add On 1001-5000 (Yearly)	$ 25.65	Per Workload
Deception Workload Add On 5001-10000 (Yearly)	$ 22.80	Per Workload
Deception Workload Add On 10001-999,999,999 (Yearly)	$ 19.95	Per Workload
Management On-premise 1-500 (Yearly)	$ 23,750.00	Per Workload
Management On-premise 501-1000 (Yearly)	$ 47,500.00	Per Workload
Management On-premise 1001-2000 (Yearly)	$ 71,250.00	Per Workload

Management On-premise 2001-5000 (Yearly)	$ 95,000.00	Per Workload
Management On-premise 5001-10000 (Yearly)	$ 118,750.00	Per Workload
Management On-premise 10001-20000 (Yearly)	$ 142,500.00	Per Workload
Management On-premise 20001-30000 (Yearly)	$ 166,250.00	Per Workload
Management On-premise 30001-40000 (Yearly)	$ 190,000.00	Per Workload
Management On-premise 40001-50000 (Yearly)	$ 213,750.00	Per Workload
Management On-premise 50001-999,999,999 (Yearly)	$ 237,500.00	Per Workload
Container Host 1-100 (Yearly)	$ 3,325.00	Per Host
Container Host 101-250 (Yearly)	$ 2,850.00	Per Host
Container Host 251-500 (Yearly)	$ 2,736.00	Per Host
Container Host 501-1000 (Yearly)	$ 2,499.00	Per Host
Container Host 1001-2000 (Yearly)	$ 2,137.50	Per Host
Container Host 2001-5000 (Yearly)	$ 1,900.00	Per Host

Enterprise Application Access Enterprise: 1000 to 2499 Users Commitment, Monthly	$ 5.20	Per User
Enterprise Application Access Enterprise: 2500 to 4999 Users Commitment, Monthly	$ 4.80	Per User
Enterprise Application Access Enterprise: 5000 to 7499 Users Commitment, Monthly	$ 4.40	Per User
Enterprise Application Access Enterprise: 7500 to 9999 Users Commitment, Monthly	$ 4.20	Per User
Enterprise Application Access Enterprise: 10000 to 999999999 Users Commitment, Monthly	$ 4.00	Per User
Akamai Multi-factor Authentication - Monthly		
Multi-Factor Authentication: Commitment, Monthly, 100 - 499	$ 1.81	Per User
Multi-Factor Authentication: Commitment, Monthly, 500 - 999	$ 1.77	Per User
Multi-Factor Authentication: Commitment, Monthly, 1000 - 2499	$ 1.74	Per User
Multi-Factor Authentication: Commitment, Monthly, 2500 - 4999	$ 1.72	Per User
Multi-Factor Authentication: Commitment, Monthly, 5000 - 7499	$ 1.69	Per User
Multi-Factor Authentication: Commitment, Monthly, 7500 - 9999	$ 1.66	Per User
Multi-Factor Authentication: Commitment, Monthly, 10000 - 24999	$ 1.52	Per User
Multi-Factor Authentication: Commitment, Monthly, 25000 - 49999	$ 1.32	Per User

Multi-Factor Authentication: Commitment, Monthly, 50000 - 99999	$ 1.00	Per User
Multi-Factor Authentication: Commitment, Monthly, 100000 - 999999999	$ 0.60	Per User
DNS Firewall - Secure Internet Access - Monthly		
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	$ 4.19	Per User
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	$ 3.15	Per User
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	$ 1.57	Per User
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	$ 1.18	Per User
SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	$ 1.00	Per User
SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	$ 0.92	Per User
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	$ 0.84	Per User
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	$ 0.73	Per User
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	$ 0.60	Per User
SIA Enterprise Essentials - Commitment - Usage Users 50000-999999-Users	$ 0.52	Per User

ZTNA - Akamai Guardicore Network Segmentation - Yearly		
Endpoint/VDI Visibility & Enforcement 1-1000 (Yearly)	$ 37.05	Per Endpoint
Endpoint/VDI Visibility & Enforcement 1001-5000 (Yearly)	$ 34.20	Per Endpoint
Endpoint/VDI Visibility & Enforcement 5001-10000 (Yearly)	$ 28.50	Per Endpoint
Endpoint/VDI Visibility & Enforcement 10001-999,999,999 (Yearly)	$ 23.75	Per Endpoint
Workload Visibility & Enforcement 1-50 (Yearly)	$ 570.00	Per Workload
Workload Visibility & Enforcement 51-100 (Yearly)	$ 475.00	Per Workload
Workload Visibility & Enforcement 101-150 (Yearly)	$ 427.50	Per Workload
Workload Visibility & Enforcement 151-200 (Yearly)	$ 370.50	Per Workload
Workload Visibility & Enforcement 201-500 (Yearly)	$ 342.00	Per Workload
Workload Visibility & Enforcement 501-1000 (Yearly)	$ 275.50	Per Workload
Workload Visibility & Enforcement 1001-2000 (Yearly)	$ 247.00	Per Workload
Workload Visibility & Enforcement 2001-5000 (Yearly)	$ 228.00	Per Workload
Workload Visibility & Enforcement 5001-10000 (Yearly)	$ 202.35	Per Workload
Workload Visibility & Enforcement 10001-20000 (Yearly)	$ 190.00	Per Workload
Workload Visibility & Enforcement 20001-30000 (Yearly)	$ 154.85	Per Workload
Workload Visibility & Enforcement 30001-40000 workloads	$ 131.10	Per Workload
Workload Visibility & Enforcement 40001-50000 workloads	$ 113.05	Per Workload
Workload Visibility & Enforcement 50001-999999999 workloads	$ 95.00	Per Workload

Workload Visibility 1-200 (Yearly)	$ 185.25	Per Workload
Workload Visibility 201-500 (Yearly)	$ 171.00	Per Workload
Workload Visibility 501-1000 (Yearly)	$ 137.75	Per Workload
Workload Visibility 1001-2000 (Yearly)	$ 123.50	Per Workload
Workload Visibility 2001-5000 (Yearly)	$ 114.00	Per Workload
Workload Visibility 5001-10000 (Yearly)	$ 101.80	Per Workload
Workload Visibility 10001-20000 (Yearly)	$ 95.00	Per Workload
Workload Visibility 20001-30000 (Yearly)	$ 77.43	Per Workload
Workload Visibility 30001-40000 (Yearly)	$ 65.56	Per Workload
Workload Visibility 40001-50000 (Yearly)	$ 56.53	Per Workload
Workload Visibility 50001-999,999,999 (Yearly)	$ 47.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1-1000-Workload	$ 28.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1001-10000-Workload	$ 14.25	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 10001-9999999-Workload	$ 9.50	Per Workload
Insight Workload Add On 1-1000 (Yearly)	$ 19.00	Per Workload
Insight Workload Add On 1001-5000 (Yearly)	$ 15.20	Per Workload

Insight Workload Add On 5001-10000 (Yearly)	$ 13.30	Per Workload
Insight Workload Add On 10001-999,999,999 (Yearly)	$ 11.40	Per Workload
Deception Workload Add On 1-1000 (Yearly)	$ 28.50	Per Workload
Deception Workload Add On 1001-5000 (Yearly)	$ 25.65	Per Workload
Deception Workload Add On 5001-10000 (Yearly)	$ 22.80	Per Workload
Deception Workload Add On 10001-999,999,999 (Yearly)	$ 19.95	Per Workload
Management On-premise 1-500 (Yearly)	$ 23,750.00	Per Workload
Management On-premise 501-1000 (Yearly)	$ 47,500.00	Per Workload
Management On-premise 1001-2000 (Yearly)	$ 71,250.00	Per Workload
Management On-premise 2001-5000 (Yearly)	$ 95,000.00	Per Workload
Management On-premise 5001-10000 (Yearly)	$ 118,750.00	Per Workload
Management On-premise 10001-20000 (Yearly)	$ 142,500.00	Per Workload
Management On-premise 20001-30000 (Yearly)	$ 166,250.00	Per Workload
Management On-premise 30001-40000 (Yearly)	$ 190,000.00	Per Workload
Management On-premise 40001-50000 (Yearly)	$ 213,750.00	Per Workload
Management On-premise 50001-999,999,999 (Yearly)	$ 237,500.00	Per Workload
Container Host 1-100 (Yearly)	$ 3,325.00	Per Host
Container Host 101-250 (Yearly)	$ 2,850.00	Per Host
Container Host 251-500 (Yearly)	$ 2,736.00	Per Host

Container Host 501-1000 (Yearly)	$ 2,499.00	Per Host
Container Host 1001-2000 (Yearly)	$ 2,137.50	Per Host
Container Host 2001-5000 (Yearly)	$ 1,900.00	Per Host

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

Name	Description	Price	Unit
Managed Integration Network Access Control - Akamai Packetfence			
PacketFence Unlimited Support - Commitment - Servers (Yearly)	Annual Support	$ 10,000.00	Each
PacketFence Managed Integration	Managed Integration	$ 40,000.00	Per Package
Managed Integration DNS Firewall - Secure Internet Access			
SIA Enterprise Advanced - Security Integration - Managed Medium - Up to 5,000 Users	Managed Integration	$ 9,800.00	Per Package
SIA Enterprise Essentials - Security Integration - Managed Large - Up to 10,000 Users	Managed Integration	$ 27,650.00	Per Package
SIA Enterprise Essentials - Security Integration - Managed Extra Large - > 10,000 Users	Managed Integration	$ 58,100.00	Per Package
Managed Integration Multi-Factor Authentication			
Akamai MFA - Security Integration - Standard		$ 2,800.00	Per Package
Enterprise - custom SOW (per hour)		$ 242.00	Per Hour

Managed Integration EAA Zero Trust Network Access			
Enterprise Application Access Enterprise: Standard Integration, For First App, One Time	Managed Integration	$ 2,640.00	Per Package
Enterprise Application Access - Enterprise - Security Integration - Managed Medium - Up to 5,000 Users, 5 Apps	Managed Integration	$ 16,450.00	Per Package
Enterprise Application Access - Enterprise - Security Integration - Managed Large - Up to 10,000 Users, 10 Apps	Managed Integration	$ 37,800.00	Per Package
Enterprise Application Access - Enterprise - Security Integration - Managed Extra Large - > 10,000 Users, 20 Apps	Managed Integration	$ 78,050.00	Per Package
Enterprise - custom SOW (per hour)	Managed Integration	$ 242.00	Per Hour
Managed Integration ZTNA - Akamai Guardicore Network Segmentation			
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 82,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 121,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 175,500.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1-500-Workload & 3 Use Cases	Managed Integration	$ 53,625.00	Per Package

eXtended Jump Start PS engagement - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 68,250.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 102,375.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 146,250.00	Per Package
JumpStart PS engagement - Commitment - Workload 1-500-Workload & 1 Use Case	Managed Integration	$ 34,125.00	Per Package
JumpStart PS engagement - Commitment - Workload 501-1000-Workload	Managed Integration	$ 43,875.00	Per Package
JumpStart PS engagement - Commitment - Workload 1001-2000-Workload & 1 Use Case	Managed Integration	$ 68,250.00	Per Package
JumpStart PS engagement - Commitment - Workload 2001-5000-Workload & 1 Use Case	Managed Integration	$ 97,500.00	Per Package
ZTNA - Akamai Guardicore Network Segmentation - Yearly			
Elite Support - Commitment - Workload 1-2000-Workload	Enhanced Support	$ 63,375.00	Per Package
Elite Support - Commitment - Workload 2001-5000-Workload	Enhanced Support	$ 117,000.00	Per Package
Elite Support - Commitment - Workload 5001-9999999-Workload	Enhanced Support	$ 175,500.00	Per Package
Guardicore Hunt for Endpoints/VDI 0-500 (Yearly)	Managed Service	$ 23.80	Per Endpoint
Guardicore Hunt for Endpoints/VDI 501-100 (Yearly)	Managed Service	$ 19.95	Per Endpoint
Guardicore Hunt for Endpoints/VDI 1001-2000 (Yearly)	Managed Service	$ 18.05	Per Endpoint
Guardicore Hunt for Endpoints/VDI 2001-5000 (Yearly)	Managed Service	$ 18.05	Per Endpoint

Guardicore Hunt for Endpoints/VDI 5001-10000 (Yearly)	Managed Service	$ 16.15	Per Endpoint
Guardicore Hunt for Endpoints/VDI 10001-20000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 20001-30000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 30001-40000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 40001-50000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 50001-999,999,999 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Workloads 1-500 (Yearly)	Managed Service	$ 94.00	Per Workload
Guardicore Hunt for Workloads 501-1000 (Yearly)	Managed Service	$ 60.80	Per Workload
Guardicore Hunt for Workloads 1001-2000 (Yearly)	Managed Service	$ 55.10	Per Workload
Guardicore Hunt for Workloads 2001-5000 (Yearly)	Managed Service	$ 52.25	Per Workload
Guardicore Hunt for Workloads 5001-10000 (Yearly)	Managed Service	$ 49.40	Per Workload
Guardicore Hunt for Workloads 10001-20000 (Yearly)	Managed Service	$ 46.55	Per Workload
Guardicore Hunt for Workloads 20001-30000 (Yearly)	Managed Service	$ 38.00	Per Workload
Guardicore Hunt for Workloads 30001-40000 (Yearly)	Managed Service	$ 32.30	Per Workload
Guardicore Hunt for Workloads 40001-50000 (Yearly)	Managed Service	$ 28.50	Per Workload
Guardicore Hunt for Workloads 50001-999,999,999 (Yearly)	Managed Service	$ 23.75	Per Workload
Training and Enablement			
Global Classroom Training - Additional Seats - Commitment - Seats	Education	$ 1,613.00	Per Seat
Shared Services- Akamai University	Education	$ 1,524.00	Per Seat
Guardicore Certified Segmentation Engineer	Education	$ 1,210.00	Per Seat

Guardicore Certified Segmentation Admin.	Education	$ 1,613.00	Per Seat
Guardicore Certified Segmentation Admin. Private Training • 3 Days Course • Including Exam	Education	$ 12,100.00	Per Package
Guardicore Certified Segmentation Engineer, Private Training • 2 Days Course • Including Exam	Education	$ 8,066.00	Per Package
PS Security Specialist Hours	Education	$ 282.00	Per Hour
PacketFence Basic Training - Flat Fee - Each	Education	$ 4,000.00	Per Package

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

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

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

Tier	Price	Unit
0-10,000,000	$87.35 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Attachment B Price Proposal

Respondent: KR2 Technology

Solution Proposed: Okta: Identity Access Management (IAM) & Privileged Access Management (PAM)

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

Tiered, not to exceed pricing for **initial** term: IAM - User/Month & PAM - Server/Month

1. **Okta Software Licenses/Subscription** - 20% off List
2. **Okta Professional Services** - 5% off List
3. **Okta Training** - 5% off List
4. **Okta Sandbox** - 20% off List

Tier	Price	Unit
IAM - 01-2499	20% off List Price	Users
IAM - 2500-4999	25% off List Price	Users
IAM - 5000+	30% off List Price	Users
PAM - 01-49	20% off List Price	Servers
PAM - 50-249	25% off List Price	Servers
PAM - 250+	30% off List Price	Servers

Vendor	Description	List Price	Tier 1	Tier 2	Tier 3
Okta, Inc.	IT Products - Adaptive MFA	$72.00	$57.60	$54.00	$50.40
Okta, Inc.	IT Products - Adaptive MFA - Transitional SKU for API Product to IT Product Migration	$72.00	$57.60	$54.00	$50.40
Okta, Inc.	IT Products - Adaptive Single Sign-On	$60.00	$48.00	$45.00	$42.00
Okta, Inc.	IT Products - Adaptive Single Sign-On - Transitional SKU for API Product to IT Product Migration	$60.00	$48.00	$45.00	$42.00
Okta, Inc.	IT Products - MFA	$36.00	$28.80	$27.00	$25.20
Okta, Inc.	IT Products - MFA - Transitional SKU for API Product to IT Product Migration	$36.00	$28.80	$27.00	$25.20
Okta, Inc.	IT Products - Okta Privileged Access - Resource Units Per Month	$168.00	$134.40	$126.00	$117.60
Okta, Inc.	IT Products - Single Sign-On	$24.00	$19.20	$18.00	$16.80

Okta, Inc.	IT Products - Single Sign-On - Transitional SKU for API Product to IT Product Migration	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Single Sign-On (10 app limit)	$18.00	$14.40	$13.50	$12.60
Okta, Inc.	IT Products - Single Sign-On (10 app limit) - Transitional SKU for API Product to IT Product Migration	$18.00	$14.40	$13.50	$12.60
Okta, Inc.	IT Products - Single Sign-On (5 app limit)	$12.00	$9.60	$9.00	$8.40
Okta, Inc.	IT Products - Single Sign-On (5 app limit) - Transitional SKU for API Product to IT Product Migration	$12.00	$9.60	$9.00	$8.40
Okta, Inc.	IT Products - Universal Directory	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Universal Directory - Transitional SKU for API Product to IT Product Migration	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Advanced Lifecycle Management	$72.00	$57.60	$54.00	$50.40
Okta, Inc.	IT Products - Identity Threat Protection	$48.00	$38.40	$36.00	$33.60

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

Name	Description		Unit
Identity Governance	https://www.okta.com/pricing/		Users
Workflow	https://www.okta.com/pricing/		Users
Lifecycle Management	https://www.okta.com/pricing/		Users
Device Access	https://www.okta.com/pricing/		Users
Access Gateway	https://www.okta.com/pricing/		Users
Identity Threat Protection	https://www.okta.com/pricing/		Users
Identity Security Posture Management	https://www.okta.com/pricing/		Users

Vendor	Description	List Price	Tier 1	Tier 2	Tier 3
Okta, Inc.	IT Products - Advanced Lifecycle Management - Transitional SKU for API Product to IT Product Migration	$72.00	$57.60	$54.00	$50.40
Okta, Inc.	IT Products - Advanced Server Access, annual	$180.00	$144.00	$135.00	$126.00
Okta, Inc.	IT Products - Advanced Server Access, annual - Transitional SKU for API Product to IT Product Migration	$180.00	$144.00	$135.00	$126.00
Okta, Inc.	IT Products - API Access Management	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - API Access Management - Transitional SKU for API Product to IT Product Migration	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Desktop Access	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Device Access	$48.00	$38.40	$36.00	$33.60
Okta, Inc.	IT Products - Lifecycle Management	$48.00	$38.40	$36.00	$33.60
Okta, Inc.	IT Products - Lifecycle Management - Transitional SKU for API Product to IT Product Migration	$48.00	$38.40	$36.00	$33.60
Okta, Inc.	IT Products - Lifecycle Management, 1 OIN App	$12.00	$9.60	$9.00	$8.40
Okta, Inc.	IT Products - Lifecycle Management, 1 OIN App - Transitional SKU for API Product to IT Product Migration	$12.00	$9.60	$9.00	$8.40
Okta, Inc.	IT Products - Lifecycle Management, Advanced Sourcing	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Lifecycle Management, Advanced Sourcing - Transitional SKU for API Product to IT Product Migration	$24.00	$19.20	$18.00	$16.80
Okta, Inc.	IT Products - Okta Access Gateway, annual	$36.00	$28.80	$27.00	$25.20
Okta, Inc.	IT Products - Okta Access Gateway, annual - Transitional SKU for API Product to IT Product Migration	$36.00	$28.80	$27.00	$25.20
Okta, Inc.	IT Products - Okta Identity Governance - (150 workflows)	$120.00	$96.00	$90.00	$84.00

Okta, Inc.	IT Products - Okta Identity Governance - (150 workflows) - Transitional SKU for API Product to IT Product Migration	$120.00	$96.00	$90.00	$84.00
Okta, Inc.	IT Products - Okta Identity Governance - (50 workflows)	$108.00	$86.40	$81.00	$75.60
Okta, Inc.	IT Products - Okta Identity Governance - (50 workflows) - Transitional SKU for API Product to IT Product Migration	$108.00	$86.40	$81.00	$75.60
Okta, Inc.	IT Products - Okta Identity Governance - (unlimited workflows)	$132.00	$105.60	$99.00	$92.40
Okta, Inc.	IT Products - Okta Identity Governance - (unlimited workflows) - Transitional SKU for API Product to IT Product Migration	$132.00	$105.60	$99.00	$92.40
Okta, Inc.	WF-Light Workforce Identity Workflows (50 flows) - Transitional SKU for API Product to IT Product Migration	$48.00	$38.40	$36.00	$33.60
Okta, Inc.	WF-Medium Workforce Identity Workflows (150 flows) - Transitional SKU for API Product to IT Product Migration	$60.00	$48.00	$45.00	$42.00
Okta, Inc.	WF-Unlimited Workforce Identity Workflows (Unlimited flows) - Transitional SKU for API Product to IT Product Migration	$72.00	$57.60	$54.00	$50.40

Additional Okta Solutions

Identity Governance
Okta Identity Governance streamlines user access oversight by automating reviews, certifications, and approval processes. It ensures compliance with regulations and reduces risks by giving organizations full visibility and control over access policies.

Workflow
Okta Workflow is a no-code automation platform that connects identity events to IT and business processes. It enables organizations to create custom workflows for user provisioning, deprovisioning, and notifications without writing code, enhancing efficiency and reducing errors.

Lifecycle Management (LCM)
Okta LCM automates the onboarding and offboarding of users across all systems, ensuring the right access is provisioned or revoked. It integrates seamlessly with HR systems, reducing manual efforts and improving security.

Device Access
Okta Device Access secures access to enterprise resources by enforcing policies on enrolled devices. It ensures only trusted devices can access sensitive data, bolstering endpoint security in zero-trust environments.

Access Gateway
Okta Access Gateway extends modern identity capabilities to on-premise applications. It integrates legacy systems with Okta's cloud-based authentication, enabling a hybrid approach to identity management.

Identity Threat Protection (ITP)
Okta ITP safeguards against identity-based attacks by detecting and mitigating threats like phishing and credential stuffing. It leverages contextual signals, adaptive policies, and advanced threat intelligence.

Identity Security Posture Management (ISPM)
Okta ISPM provides continuous monitoring and assessment of identity configurations. It identifies and addresses vulnerabilities to maintain a secure identity environment and align with zero-trust principles.

Price Proposal

Respondent: _KR2 Technology_____

Solution Proposed: _SailPoint :Identity Security_____

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

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

Tier	Price	Unit
SaaS Identity Security software	MSRP	Qty 0-100
SaaS Identity Security software	15% off MSRP	Qty 101+
On-Premises Identity Security software	MSRP	Qty 0-100
On-Premises Identity Security software	15% off MSRP	Qty 101+

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

Name	Description	Price	Unit
SailPoint Services	Implementation, training, additional support, etc.	3% off MSRP	all

Price Proposal

Respondent: _____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

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

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

Tier	Price	Unit
0-10,000,000	$72.50 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: ___Akamai Technologies _____

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

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

Tier	Price	Unit
Enterprise Application Access: Zero Trust Network Access - Monthly		
Enterprise Application Access Enterprise: Platform Fee, Monthly	$ 800.00	Per Platform
Enterprise Application Access Enterprise: 1 to 99 Users Commitment, Monthly	$ 9.60	Per User
Enterprise Application Access Enterprise: 100 to 499 Users Commitment, Monthly	$ 7.20	Per User
Enterprise Application Access Enterprise: 500 to 999 Users Commitment, Monthly	$ 5.60	Per User
Enterprise Application Access Enterprise: 1000 to 2499 Users Commitment, Monthly	$ 5.20	Per User
Enterprise Application Access Enterprise: 2500 to 4999 Users Commitment, Monthly	$ 4.80	Per User
Enterprise Application Access Enterprise: 5000 to 7499 Users Commitment, Monthly	$ 4.40	Per User
Enterprise Application Access Enterprise: 7500 to 9999 Users Commitment, Monthly	$ 4.20	Per User
Enterprise Application Access Enterprise: 10000 to 999999999 Users Commitment, Monthly	$ 4.00	Per User
Akamai Multi-factor Authentication - Monthly		

Multi-Factor Authentication: Commitment, Monthly, 100 - 499	$ 1.81	Per User
Multi-Factor Authentication: Commitment, Monthly, 500 - 999	$ 1.77	Per User
Multi-Factor Authentication: Commitment, Monthly, 1000 - 2499	$ 1.74	Per User
Multi-Factor Authentication: Commitment, Monthly, 2500 - 4999	$ 1.72	Per User
Multi-Factor Authentication: Commitment, Monthly, 5000 - 7499	$ 1.69	Per User
Multi-Factor Authentication: Commitment, Monthly, 7500 - 9999	$ 1.66	Per User
Multi-Factor Authentication: Commitment, Monthly, 10000 - 24999	$ 1.52	Per User
Multi-Factor Authentication: Commitment, Monthly, 25000 - 49999	$ 1.32	Per User
Multi-Factor Authentication: Commitment, Monthly, 50000 - 99999	$ 1.00	Per User
Multi-Factor Authentication: Commitment, Monthly, 100000 - 999999999	$ 0.60	Per User
DNS Firewall - Secure Internet Access - Monthly		
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	$ 4.19	Per User
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	$ 3.15	Per User
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	$ 1.57	Per User
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	$ 1.18	Per User

SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	$ 1.00	Per User
SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	$ 0.92	Per User
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	$ 0.84	Per User
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	$ 0.73	Per User
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	$ 0.60	Per User
SIA Enterprise Essentials - Commitment - Usage Users 50000-999999-Users	$ 0.52	Per User
ZTNA - Akamai Guardicore Network Segmentation - Yearly		
Endpoint/VDI Visibility & Enforcement 1-1000 (Yearly)	$ 37.05	Per Endpoint
Endpoint/VDI Visibility & Enforcement 1001-5000 (Yearly)	$ 34.20	Per Endpoint
Endpoint/VDI Visibility & Enforcement 5001-10000 (Yearly)	$ 28.50	Per Endpoint
Endpoint/VDI Visibility & Enforcement 10001-999,999,999 (Yearly)	$ 23.75	Per Endpoint
Workload Visibility & Enforcement 1-50 (Yearly)	$ 570.00	Per Workload
Workload Visibility & Enforcement 51-100 (Yearly)	$ 475.00	Per Workload
Workload Visibility & Enforcement 101-150 (Yearly)	$ 427.50	Per Workload
Workload Visibility & Enforcement 151-200 (Yearly)	$ 370.50	Per Workload
Workload Visibility & Enforcement 201-500 (Yearly)	$ 342.00	Per Workload

Workload Visibility & Enforcement 501-1000 (Yearly)	$ 275.50	Per Workload
Workload Visibility & Enforcement 1001-2000 (Yearly)	$ 247.00	Per Workload
Workload Visibility & Enforcement 2001-5000 (Yearly)	$ 228.00	Per Workload
Workload Visibility & Enforcement 5001-10000 (Yearly)	$ 202.35	Per Workload
Workload Visibility & Enforcement 10001-20000 (Yearly)	$ 190.00	Per Workload
Workload Visibility & Enforcement 20001-30000 (Yearly)	$ 154.85	Per Workload
Workload Visibility & Enforcement 30001-40000 workloads	$ 131.10	Per Workload
Workload Visibility & Enforcement 40001-50000 workloads	$ 113.05	Per Workload
Workload Visibility & Enforcement 50001-999999999 workloads	$ 95.00	Per Workload
Workload Visibility 1-200 (Yearly)	$ 185.25	Per Workload
Workload Visibility 201-500 (Yearly)	$ 171.00	Per Workload
Workload Visibility 501-1000 (Yearly)	$ 137.75	Per Workload
Workload Visibility 1001-2000 (Yearly)	$ 123.50	Per Workload
Workload Visibility 2001-5000 (Yearly)	$ 114.00	Per Workload
Workload Visibility 5001-10000 (Yearly)	$ 101.80	Per Workload
Workload Visibility 10001-20000 (Yearly)	$ 95.00	Per Workload
Workload Visibility 20001-30000 (Yearly)	$ 77.43	Per Workload
Workload Visibility 30001-40000 (Yearly)	$ 65.56	Per Workload
Workload Visibility 40001-50000 (Yearly)	$ 56.53	Per Workload
Workload Visibility 50001-999,999,999 (Yearly)	$ 47.50	Per Workload

Device Segmentation Visibility & Enforcement - Commitment - Workload 1-1000-Workload	$ 28.50	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 1001-10000-Workload	$ 14.25	Per Workload
Device Segmentation Visibility & Enforcement - Commitment - Workload 10001-9999999-Workload	$ 9.50	Per Workload
Insight Workload Add On 1-1000 (Yearly)	$ 19.00	Per Workload
Insight Workload Add On 1001-5000 (Yearly)	$ 15.20	Per Workload
Insight Workload Add On 5001-10000 (Yearly)	$ 13.30	Per Workload
Insight Workload Add On 10001-999,999,999 (Yearly)	$ 11.40	Per Workload
Deception Workload Add On 1-1000 (Yearly)	$ 28.50	Per Workload
Deception Workload Add On 1001-5000 (Yearly)	$ 25.65	Per Workload
Deception Workload Add On 5001-10000 (Yearly)	$ 22.80	Per Workload
Deception Workload Add On 10001-999,999,999 (Yearly)	$ 19.95	Per Workload
Management On-premise 1-500 (Yearly)	$ 23,750.00	Per Workload
Management On-premise 501-1000 (Yearly)	$ 47,500.00	Per Workload
Management On-premise 1001-2000 (Yearly)	$ 71,250.00	Per Workload
Management On-premise 2001-5000 (Yearly)	$ 95,000.00	Per Workload

Management On-premise 5001-10000 (Yearly)	$ 118,750.00	Per Workload
Management On-premise 10001-20000 (Yearly)	$ 142,500.00	Per Workload
Management On-premise 20001-30000 (Yearly)	$ 166,250.00	Per Workload
Management On-premise 30001-40000 (Yearly)	$ 190,000.00	Per Workload
Management On-premise 40001-50000 (Yearly)	$ 213,750.00	Per Workload
Management On-premise 50001-999,999,999 (Yearly)	$ 237,500.00	Per Workload
Container Host 1-100 (Yearly)	$ 3,325.00	Per Host
Container Host 101-250 (Yearly)	$ 2,850.00	Per Host
Container Host 251-500 (Yearly)	$ 2,736.00	Per Host
Container Host 501-1000 (Yearly)	$ 2,499.00	Per Host
Container Host 1001-2000 (Yearly)	$ 2,137.50	Per Host
Container Host 2001-5000 (Yearly)	$ 1,900.00	Per Host

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

Akamai provides experts to integrate Akamai's solutions using our proven Enterprise Service Methodology. Free on demand courses, "office hours" are included along with paid options for formal instructor-led courses and ongoing managed services packages.

Name	Description	Price	Unit
Managed Integration DNS Firewall - Secure Internet Access			
SIA Enterprise Advanced - Security Integration - Managed Medium - Up to 5,000 Users	Managed Integration	$ 9,800.00	Per Package
SIA Enterprise Essentials - Security Integration - Managed Large - Up to 10,000 Users	Managed Integration	$ 27,650.00	Per Package
SIA Enterprise Essentials - Security Integration - Managed Extra Large - > 10,000 Users	Managed Integration	$ 58,100.00	Per Package
Managed Integration Multi-Factor Authentication			
Akamai MFA - Security Integration - Standard	Managed Integration	$ 2,800.00	Per Package
Enterprise - custom SOW (per hour)	Managed Integration	$ 242.00	Per Hour
Managed Integration EAA Zero Trust Network Access			
Enterprise Application Access Enterprise: Standard Integration, For First App, One Time	Managed Integration	$ 2,640.00	Per Package

Enterprise Application Access - Enterprise - Security Integration - Managed Medium - Up to 5,000 Users, 5 Apps	Managed Integration	$ 16,450.00	Per Package
Enterprise Application Access - Enterprise - Security Integration - Managed Large - Up to 10,000 Users, 10 Apps	Managed Integration	$ 37,800.00	Per Package
Enterprise Application Access - Enterprise - Security Integration - Managed Extra Large - > 10,000 Users, 20 Apps	Managed Integration	$ 78,050.00	Per Package
Enterprise - custom SOW (per hour)	Managed Integration	$ 242.00	Per Hour
Managed Integration ZTNA - Akamai Guardicore Network Segmentation			
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 82,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 121,875.00	Per Package
eXtended Jump Start PS engagement No Remote Access - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 175,500.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1-500-Workload & 3 Use Cases	Managed Integration	$ 53,625.00	Per Package

eXtended Jump Start PS engagement - Commitment - Workload 501-1000-Workload & 3 Use Cases	Managed Integration	$ 68,250.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 1001-2000-Workload & 3 Use Cases	Managed Integration	$ 102,375.00	Per Package
eXtended Jump Start PS engagement - Commitment - Workload 2001-5000-Workload & 3 Use Cases	Managed Integration	$ 146,250.00	Per Package
JumpStart PS engagement - Commitment - Workload 1-500-Workload & 1 Use Case	Managed Integration	$ 34,125.00	Per Package
JumpStart PS engagement - Commitment - Workload 501-1000-Workload	Managed Integration	$ 43,875.00	Per Package
JumpStart PS engagement - Commitment - Workload 1001-2000-Workload & 1 Use Case	Managed Integration	$ 68,250.00	Per Package
JumpStart PS engagement - Commitment - Workload 2001-5000-Workload & 1 Use Case	Managed Integration	$ 97,500.00	Per Package
Training and Enablement			
Global Classroom Training - Additional Seats - Commitment - Seats	Education	$ 1,613.00	Per Seat
Shared Services- Akamai University	Education	$ 1,524.00	Per Seat
Guardicore Certified Segmentation Engineer	Education	$ 1,210.00	Per Seat
Guardicore Certified Segmentation Admin.	Education	$ 1,613.00	Per Seat

Guardicore Certified Segmentation Admin. Private Training • 3 Days Course • Including Exam	Education	$ 12,100.00	Per Package
Guardicore Certified Segmentation Engineer, Private Training • 2 Days Course • Including Exam	Education	$ 8,066.00	Per Package
PS Security Specialist Hours	Education	$ 282.00	Per Hour
PacketFence Basic Training - Flat Fee - Each	Education	$ 4,000.00	Per Package
ZTNA - Akamai Guardicore Network Segmentation - Yearly			
Elite Support - Commitment - Workload 1-2000-Workload	Enhanced Support	$ 63,375.00	Per Package
Elite Support - Commitment - Workload 2001-5000-Workload	Enhanced Support	$ 117,000.00	Per Package
Elite Support - Commitment - Workload 5001-9999999-Workload	Enhanced Support	$ 175,500.00	Per Package
Guardicore Hunt for Endpoints/VDI 0-500 (Yearly)	Managed Service	$ 23.80	Per Endpoint
Guardicore Hunt for Endpoints/VDI 501-100 (Yearly)	Managed Service	$ 19.95	Per Endpoint
Guardicore Hunt for Endpoints/VDI 1001-2000 (Yearly)	Managed Service	$ 18.05	Per Endpoint
Guardicore Hunt for Endpoints/VDI 2001-5000 (Yearly)	Managed Service	$ 18.05	Per Endpoint
Guardicore Hunt for Endpoints/VDI 5001-10000 (Yearly)	Managed Service	$ 16.15	Per Endpoint

Guardicore Hunt for Endpoints/VDI 10001-20000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 20001-30000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 30001-40000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 40001-50000 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Endpoints/VDI 50001-999,999,999 (Yearly)	Managed Service	$ 13.30	Per Endpoint
Guardicore Hunt for Workloads 1-500 (Yearly)	Managed Service	$ 94.00	Per Workload
Guardicore Hunt for Workloads 501-1000 (Yearly)	Managed Service	$ 60.80	Per Workload
Guardicore Hunt for Workloads 1001-2000 (Yearly)	Managed Service	$ 55.10	Per Workload
Guardicore Hunt for Workloads 2001-5000 (Yearly)	Managed Service	$ 52.25	Per Workload
Guardicore Hunt for Workloads 5001-10000 (Yearly)	Managed Service	$ 49.40	Per Workload
Guardicore Hunt for Workloads 10001-20000 (Yearly)	Managed Service	$ 46.55	Per Workload
Guardicore Hunt for Workloads 20001-30000 (Yearly)	Managed Service	$ 38.00	Per Workload
Guardicore Hunt for Workloads 30001-40000 (Yearly)	Managed Service	$ 32.30	Per Workload
Guardicore Hunt for Workloads 40001-50000 (Yearly)	Managed Service	$ 28.50	Per Workload

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed:**Palo Alto Networks: Prisma Access**

Service Category: 10
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	$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	1000 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	5000 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

Respondent: KR2 Technology, LLC

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	MSRP (2025)	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)	$100.00	$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)	$200.00	$180.00

ZCES-SUP ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	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%	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%	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%	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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	$50.00	$45.00

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	$95.00	$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	$135.00	$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	$170.00	$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)	$50.00	$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)	$100.00	$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	$50.00	$45.00

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	$95.00	$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	$135.00	$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)	$150.00	$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	$50.00	$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	$95.00	$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	$135.00	$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)	$50.00	$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)	$6.00	$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)	$25.00	$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)	$37.50	$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)	$4,000.00	$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)	$2,000.00	$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).	$4,800.00	$4,320.00

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).	$7,200.00	$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).	$12,000.00	$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	$800.00	$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	$3,200.00	$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	$8,000.00	$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)	$100.00	$90.00
ZT SDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	$20.00	$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	$50.00	$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	$95.00	$85.50

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)	$100.00	$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)	$480.00	$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.	$75.00	$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)	$125.00	$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	$60.00	$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)	$15.00	$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)	$40,000.00	$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	$20,000.00	$18,000.00

		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	$50,000.00	$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.	$25,000.00	$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.	$50,000.00	$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.	$25,000.00	$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	$10.00	$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	$16.00	$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	$3.00	$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.	$8,000.00	$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.	$16,000.00	$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.	$32,000.00	$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.	$72,000.00	$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.	$136,000.00	$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.	$300.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$266.00	$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)	$171.00	$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)	$104.00	$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)	$88.00	$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)	$65.00	$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)	$300.00	$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)	$193.00	$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)	$117.00	$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)	$99.00	$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)	$73.00	$65.70
ZCES-SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

ZCES-SUP FED-ESS GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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	$67.00	$60.30

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	$41.00	$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	$26.00	$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	$21.00	$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	$16.00	$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	$75.00	$67.50

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	$47.00	$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	$29.00	$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	$24.00	$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	$19.00	$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	$126.00	$113.40

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	$83.00	$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	$51.00	$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	$43.00	$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	$33.00	$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	$143.00	$128.70

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	$94.00	$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	$58.00	$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	$48.00	$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	$37.00	$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)	$67.00	$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	$41.00	$36.90

		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)	$26.00	$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)	$21.00	$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)	$16.00	$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)	$75.00	$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)	$47.00	$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	$29.00	$26.10

		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)	$24.00	$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)	$19.00	$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)	$133.00	$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)	$83.00	$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)	$51.00	$45.90

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)	$43.00	$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)	$33.00	$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)	$150.00	$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)	$94.00	$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)	$58.00	$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	$48.00	$43.20

		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)	$37.00	$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	$67.00	$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	$37.00	$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	$23.00	$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	$19.00	$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	$15.00	$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	$75.00	$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	$42.00	$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	$26.00	$23.40

		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	$22.00	$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	$17.00	$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	$126.00	$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	$74.00	$66.60

		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	$47.00	$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	$39.00	$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	$30.00	$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	$143.00	$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	$83.00	$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	$53.00	$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	$43.00	$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	$34.00	$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	$180.00	$162.00

		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	$110.00	$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	$70.00	$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	$58.00	$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	$45.00	$40.50

		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	$203.00	$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	$125.00	$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	$79.00	$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	$65.00	$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	$50.00	$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)	$200.00	$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)	$112.00	$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)	$67.00	$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)	$57.00	$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,	$46.00	$41.40

		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)	$225.00	$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)	$126.00	$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)	$76.00	$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)	$65.00	$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)	$52.00	$46.80

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)	$67.00	$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)	$31.00	$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)	$18.00	$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)	$16.00	$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)	$12.00	$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)	$75.00	$67.50

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)	$35.00	$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)	$21.00	$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)	$18.00	$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)	$13.00	$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)	$67.00	$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)	$32.00	$28.80

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)	$20.00	$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)	$18.00	$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)	$13.00	$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)	$75.00	$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)	$36.00	$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	$22.00	$19.80

		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)	$20.00	$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)	$14.00	$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)	$8.00	$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)	$6.00	$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)	$5.00	$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	$4.00	$3.60

		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)	$4.00	$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)	$9.00	$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)	$7.00	$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)	$5.00	$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)	$5.00	$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	$5.00	$4.50

	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)	$33.00	$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)	$21.00	$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)	$15.00	$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)	$12.00	$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)	$12.00	$10.80

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)	$38.00	$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)	$24.00	$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)	$17.00	$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)	$13.00	$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)	$13.00	$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)	$50.00	$45.00

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)	$27.00	$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)	$18.00	$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)	$14.00	$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)	$14.00	$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)	$56.00	$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)	$31.00	$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)	$20.00	$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)	$15.00	$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)	$15.00	$13.50

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)	$638.00	$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)	$720.00	$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)	$2,660.00	$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)	$3,000.00	$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)	$6,384.00	$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)	$7,200.00	$6,480.00

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)	$9,576.00	$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)	$10,800.00	$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)	$15,960.00	$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)	$18,000.00	$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)	$1,064.00	$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)	$1,200.00	$1,080.00

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)	$4,256.00	$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)	$4,800.00	$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)	$10,640.00	$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)	$12,000.00	$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)	$133.00	$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)	$150.00	$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)	$27.00	$24.30

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)	$21.00	$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)	$15.00	$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)	$13.00	$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)	$13.00	$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)	$30.00	$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)	$24.00	$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)	$17.00	$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)	$15.00	$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)	$15.00	$13.50

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)	$67.00	$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)	$55.00	$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)	$31.00	$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)	$27.00	$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)	$22.00	$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)	$75.00	$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)	$62.00	$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)	$35.00	$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)	$30.00	$27.00

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)	$25.00	$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)	$126.00	$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)	$111.00	$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)	$62.00	$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)	$53.00	$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)	$45.00	$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)	$143.00	$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)	$125.00	$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)	$70.00	$63.00

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)	$60.00	$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)	$50.00	$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)	$133.00	$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)	$84.00	$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)	$55.00	$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)	$47.00	$42.30

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)	$36.00	$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)	$150.00	$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)	$95.00	$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)	$62.00	$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)	$53.00	$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,	$41.00	$36.90

		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)	$638.00	$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)	$720.00	$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)	$100.00	$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)	$67.00	$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)	$45.00	$40.50
ZDX ADVANCED GCM-25000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing	$38.00	$34.20

		(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)	$29.00	$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)	$113.00	$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)	$76.00	$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)	$50.00	$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)	$42.00	$37.80

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)	$33.00	$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)	$166.00	$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)	$130.00	$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)	$93.00	$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)	$77.00	$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),	$60.00	$54.00

		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)	$188.00	$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)	$147.00	$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)	$105.00	$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)	$87.00	$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)	$68.00	$61.20

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)	$80.00	$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)	$31.00	$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)	$22.00	$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)	$19.00	$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)	$15.00	$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)	$90.00	$81.00

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)	$35.00	$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)	$25.00	$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)	$21.00	$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)	$16.00	$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)	$20.00	$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)	$14.00	$12.60

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)	$8.00	$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)	$7.00	$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)	$4.00	$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)	$23.00	$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)	$15.00	$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 users in GovCloud High. (Per User / Per Year)	$10.00	$9.00
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)	$8.00	$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)	$5.00	$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)	$53,200.00	$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)	$60,000.00	$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)	$26,600.00	$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	$30,000.00	$27,000.00

		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)	$66,500.00	$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)	$75,000.00	$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	$33,250.00	$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	$37,500.00	$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	$66,500.00	$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	$75,000.00	$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	$33,250.00	$29,925.00

		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	$37,500.00	$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)	$430.00	$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)	$15,000.00	$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)	$50,000.00	$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)*	$95,000.00	$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).*	$183,000.00	$164,700.00

		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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$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)	$430.00	$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)	$15,000.00	$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)	$50,000.00	$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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

FIDDLER PRICE PROPOSAL

Respondent: KR2 Technology

Solution Proposed: FIDDLER AI: Observability & Monitoring for GRC

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

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

Tier	Price Per Year	
TIER 1 - ENTERPRISE DEPLOYMENT - UPTO 5 MODELS & 100 GB Data/Month	$150,000	
TIER 2 - ENTERPRISE DEPLOYMENT - UPTO 10 MODELS & UPTO 500 GB Data/ Month	$250,000	
TIER 3 ENTERPRISE DEPLOYMENT - UNLIMITED MODELS & UPTO 1 TB Data/ Month	$350,000	

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

Name	Description	Price	Unit
AI/GRC-Professional Services. - Duration 6-8 months	Assistance with discovery, gap-analysis, installation, piloting, testing, evaluation and compliance monitoring using Fiddler AI on any AI components used in the architecture of the solutions framework. A comprehensive AI Compliance Assessment Report will be provided.	$120,000	

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Palo Alto Networks: Prisma Cloud

Service Category: 11
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 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.

Price Proposal

Respondent: _KR2 Technology_____

Solution Proposed: _SailPoint :Identity Security_____

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

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

Tier	Price	Unit
SaaS Identity Security software	MSRP	Qty 0-100
SaaS Identity Security software	15% off MSRP	Qty 101+
On-Premises Identity Security software	MSRP	Qty 0-100
On-Premises Identity Security software	15% off MSRP	Qty 101+

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

Name	Description	Price	Unit
SailPoint Services	Implementation, training, additional support, etc.	3% off MSRP	all

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: ServiceNow: Integrated Risk Management / Governance, Risk, and Compliance

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

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

NOTE – New Customers without an existing instance of ServiceNow have a minimum Annual Contract Value (ACV) of $55,000.

Tier	Price	Unit / Metric
IRM – Standard - PROD23789	$118.75	QTY 1 – IRM Operator
IRM – Professional - PROD23792	$237.50	QTY 1 – IRM Operator
IRM Lite Operator - PROD23807	$71.25	QTY 1 – IRM Lite Operator
Third-party Risk Management (TPRM) Base - PROD20914	$3,800.00	QTY 1- Module
Third-party Risk Management (TPRM) Standard - PROD20917	$38.00	QTY 1- Transaction

Price Proposal

Respondent: KR2 Technology

Solution Proposed: ServiceNow: IT Service & Operations Management _____

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

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

NOTE – New Customers without an existing instance of ServiceNow have a minimum Annual Contract Value (ACV) of $55,000.

Tier	Price	Unit
IT Service Management – Standard - PROD17243	$95	QTY 1 - Fulfiller
IT Service Management – Professional. - PROD17256	$142.50	QTY 1 - Fulfiller
IT Service Management – Professional Plus - PROD21190	$85.50	QTY 1 - Fulfiller
Business Stakeholder - PROD17800	$33.25	QTY 1- Stakeholder
IT Operations Management -Visibility - PROD14997	$11.40	QTY 1- Subscription Unit
Public Sector Digital Services (PSDS) – Standard - PROD19288	$190.00	QTY 1 - Fulfiller
Public Sector Digital Services (PSDS) – Professional - PROD19290	$285.00	QTY 1 - Fulfiller
Public Sector Digital Services (PSDS) – Professional Plus - PROD21238	$171.00	QTY 1 - Fulfiller
Impact Guided – Public Sector PROD22567	10% of ACV (Annual Contract Value) Min $10K/Year	QTY 1
Impact Advanced – Public Sector PROD22568	20% of ACV (Annual Contract Value) Min $500K/Year	

[SAMPLE] Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: _Armis: VIPR Pro*_____

*VIPR Pro empowers enterprises with a unified platform for technology risk prioritization and resolution lifecycle management. VIPR Professional automates risk prioritization and orientation through consolidation and contextualization of detection tool findings, through asset intelligence and configurable risk assessment. It then automates ticketing and task routing across multiple instances of the same workflow tools. Asset minimum 2000 per tenant.

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Price	Unit
Tier 1: _[500]_ - _[10,000]	$26.58	Per Asset
Tier 2: _[10,001]_ - _[25,000]	$17.72	Per Asset
Tier 3: _[25,001]_ - _[100,000]	$11.81	Per Asset
Tier 4: _[100,001]_ - _[500,000]	$7.88	Per Asset
Tier 5: _[500,001]_ - _[1,000,000]	$5.52	Per Asset
Tier 6: _[1,000,001]_ - _[1,300,00]	$3.50	Per Asset
Tier 7: _[1,300,001]_ - ___+___	$2.80	Per Asset

Name	Description	Price	Unit
Network Ports - 1-50 Tier	Additional Network Ports (collectors) to supplement the customers requirement	$3,150.00	Per Network Port Tier
Network Ports - 51-100 Tier	Additional Network Ports (collectors) to supplement the customers requirement	$2,970.00	Per Network Port Tier
Network Ports - 100+ Tier	Additional Network Ports (collectors) to supplement the customers requirement	$2,790.00	Per Network Port Tier
Armis OT/IOT - XS Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$3,150.00	Per Site Tier

Armis OT/IOT - XS Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$2,970.00	Per Site Tier
Armis OT/IOT - XS Site-101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 1 Network Port included and asset cap of 100 assets unless otherwise noted	$2,790.00	Per Site Tier

Armis OT/IOT - Small Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,750.00	Per Site Tier
Armis OT/IOT - Small Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,390.00	Per Site Tier

Armis OT/IOT - Small Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	$6,030.00	Per Site Tier
Armis OT/IOT - Med Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$22,500.00	Per Site Tier

Armis OT/IOT - Med Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$21,420.00	Per Site Tier
Armis OT/IOT - Med Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	$20,340.00	Per Site Tier

Armis OT/IOT - Large Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$51,300.00	Per Site Tier
Armis OT/IOT - Large Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$48,780.00	Per Site Tier

Armis OT/IOT - Large Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted	$46,350.00	Per Site Tier
Armis OT/IOT - XL Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$68,400.00	Per Site Tier

Armis OT/IOT - XL Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$64,980.00	Per Site Tier
Armis OT/IOT - XL Site-101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	$61,740.00	Per Site Tier

Armis MDS - X-Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$9,000.00	Per Site Tier
Armis MDS - X-Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$8,550.00	Per Site Tier

Armis MDS - X-Small Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	$8,100.00	Per Site Tier
Armis MDS - Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$25,650.00	Per Site Tier

Armis MDS - Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$24,390.00	Per Site Tier
Armis MDS - Small Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	$23,130.00	Per Site Tier

Armis MDS - Medium Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$38,250.00	Per Site Tier
Armis MDS - Medium Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$36,360.00	Per Site Tier

Armis MDS - Medium Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.	$34,560.00	Per Site Tier
Armis MDS - Large Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$58,500.00	Per Site Tier

Armis MDS - Large Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$55,620.00	Per Site Tier
Armis MDS - Large Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	$52,830.00	Per Site Tier

Armis MDS - X-Large Facilities	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Network Ports included and asset cap to be defined	Custom	Per Site Tier

On-Site Resident Engineer/Architect	1-Year full-time onsite Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis platform. As per customer needs, this resource will fit either an Architect or Engineer profile at Customer's discretion. Resident Engineer will augment the customer engineering team in complex environments to successfully deploy, operate and maintain the Armis platform by providing knowledge and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.	$517,500.00	Per Resource

Remote Resident Engineer/Architect	1-Year full-time remote Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis platform. As per customer needs, this resource will fit either an Architect or Engineer profile at Customer's discretion. Resident Engineer will augment the customer engineering team in complex environments to successfully deploy, operate and maintain the Armis platform by providing knowledge and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.	$432,000.00	Per Resource

Platinum Support	Armis Platinum Services delivers advanced services capabilities for scaled deployments. Services include: Designated Technical Account Manager (TAM), Private / Dedicated Training Classes, Implementation Design & Optimization, Periodical Policies Tuning Assistance, Product Management Roadmap Visibility, Quarterly Executive Reviews (QBRs), Priority Exec Escalation Path, Proactive Emergency Notifications, Proactive Technical Health Monitoring and Tuning	$0.00	Per Subscription
Premium Support	24x7x365 access to Armis Enterprise Technical Support. Onboarding & Deployment Assistance. Access to Armis University with on demand and public remote instructor led training.	$0.00	Per Subscription
Armis Data Retention	Armis Data Retention beyond standard contractual period of retention (per Megabyte)	$900.00	Per Request
Armis Tenant Basic	Additional Basic tenant with customized name for customized customer use, on top of existing customer tenant.	$225,000.00	Per Tenant
Armis Tenant Mid-Enterprise	Additional Mid-Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	$450,000.00	Per Tenant

Armis Tenant Large Enterprise	Additional Large Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	$675,000.00	Per Tenant
Actionable Threat Intelligence for 500-1499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$72,000.00	Per Asset Band
Actionable Threat Intelligence for 1500-2499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$81,000.00	Per Asset Band
Actionable Threat Intelligence for 2500-9999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$90,000.00	Per Asset Band

Actionable Threat Intelligence for 10000-14999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$103,500.00	Per Asset Band
Actionable Threat Intelligence for 15000-24999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$117,000.00	Per Asset Band
Actionable Threat Intelligence for 25000-49999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$144,000.00	Per Asset Band

Actionable Threat Intelligence for 50000-99999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$180,000.00	Per Asset Band
Actionable Threat Intelligence for 100000-199999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$225,000.00	Per Asset Band
Actionable Threat Intelligence for 200000-399999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$270,000.00	Per Asset Band

Actionable Threat Intelligence for 400000-699999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$360,000.00	Per Asset Band
Actionable Threat Intelligence for 700000-999999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$450,000.00	Per Asset Band
Actionable Threat Intelligence for 1000000-1299999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	$540,000.00	Per Asset Band

Actionable Threat Intelligence for 1300000+ Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	Custom	Per Asset Band
Actionable Threat Intelligence Pro for 500-1499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$144,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 1500-2499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$162,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 2500-9999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$180,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 10000-14999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$207,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 15000-24999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$234,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 25000-49999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$288,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 50000-99999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$360,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 100000-199999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$450,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 200000-399999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$540,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 400000-699999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$720,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 700000-999999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$900,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 1000000-1299999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	$1,080,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 1300000+ Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	Custom	Per Asset Band

Actionable Threat Intelligence Center for 500-1499 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$54,000.00	Per Asset Band
Actionable Threat Intelligence Center for 1500-2499 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$60,750.00	Per Asset Band

Actionable Threat Intelligence Center for 2500-9999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$67,500.00	Per Asset Band
Actionable Threat Intelligence Center for 10000-14999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$77,625.00	Per Asset Band

Actionable Threat Intelligence Center for 15000-24999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$87,750.00	Per Asset Band
Actionable Threat Intelligence Center for 25000-49999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$108,000.00	Per Asset Band

Actionable Threat Intelligence Center for 50000-99999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$135,000.00	Per Asset Band
Actionable Threat Intelligence Center for 100000-199999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$168,750.00	Per Asset Band

Actionable Threat Intelligence Center for 200000-399999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$202,500.00	Per Asset Band
Actionable Threat Intelligence Center for 400000-699999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$270,000.00	Per Asset Band

Actionable Threat Intelligence Center for 700000-999999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$337,500.00	Per Asset Band
Actionable Threat Intelligence Center for 1000000-1299999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	$405,000.00	Per Asset Band

Actionable Threat Intelligence Center for 1300000+ Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	Custom	Per Asset Band
ARM-VIPR-AB-1499-491	Armis Vulnerability Prioritization and Remediation for 500 - 1499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, mana	$23,465.00	Per Asset Band
ARM-VIPR-AB-2499-491	Armis Vulnerability Prioritization and Remediation for 1500 - 2499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	$31,587.50	Per Asset Band

ARM-VIPR-AB-9999-491	Armis Vulnerability Prioritization and Remediation for 2500 - 9999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	$45,125.00	Per Asset Band
ARM-VIPR-AB-14999-491	Armis Vulnerability Prioritization and Remediation for 10000 - 14999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$83,932.50	Per Asset Band
ARM-VIPR-AB-24999-491	Armis Vulnerability Prioritization and Remediation for 15000 - 24999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$114,166.25	Per Asset Band
ARM-VIPR-AB-49999-491	Armis Vulnerability Prioritization and Remediation for 25000 - 49999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$153,425.00	Per Asset Band

ARM-VIPR-AB-99999-491	Armis Vulnerability Prioritization and Remediation for 50000 - 99999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	$230,137.50	Per Asset Band
ARM-VIPR-AB-199999-491	Armis Vulnerability Prioritization and Remediation for 100000 - 199999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$342,950.00	Per Asset Band
ARM-VIPR-AB-399999-491	Armis Vulnerability Prioritization and Remediation for 200000 - 399999 Assets, Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$532,475.00	Per Asset Band
ARM-VIPR-AB-699999-491	Armis Vulnerability Prioritization and Remediation for 400000 - 699999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$762,612.50	Per Asset Band

ARM-VIPR-AB-999999-491	Armis Vulnerability Prioritization and Remediation for 700000 - 999999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	$947,625.00	Per Asset Band
ARM-VIPR-AB-1299999-491	Armis Vulnerability Prioritization and Remediation for 1000000 - 1299999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business ris	$1,064,950.00	Per Asset Band
ARM-VIPR-AB-1300000-491	Armis Vulnerability Prioritization and Remediation for 1300000+ Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, manage	Custom	Per Asset Band

Price Proposal

Respondent: ____KR2 Technology, LLC_____
Solution Proposed: _CrowdStrike_____

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Price	Unit
0-10,000,000	$349.62 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: **Palo Alto Networks: Cortex XSIAM**

Service Category: 13
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.

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _____Wiz: Advanced_____

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Price	Unit
Wiz Essential 0-199 Workloads	$ 240.00	Per Workload
Wiz Essential 200-499 Workloads	$ 225.00	Per Workload
Wiz Essential 500-999 Workloads	$ 210.00	Per Workload
Wiz Essential 1000-1999 Workloads	$ 195.00	Per Workload
Wiz Essential 2000-3999 Workloads	$ 180.00	Per Workload
Wiz Essential 4000-7999 Workloads	$ 165.00	Per Workload
Wiz Essential 8000-19,999 Workloads	$ 150.00	Per Workload
Wiz Essential 20,000-39,999 Workloads	$ 135.00	Per Workload
Wiz Essential 40,000+ Workloads	$ 120.00	Per Workload
Wiz Advanced 0-199 Workloads	$ 380.00	Per Workload
Wiz Advanced 200-499 Workloads	$ 355.00	Per Workload
Wiz Advanced 500-999 Workloads	$ 330.00	Per Workload
Wiz Advanced 1000-1999 Workloads	$ 305.00	Per Workload
Wiz Advanced 2000-3999 Workloads	$ 280.00	Per Workload
Wiz Advanced 4000-7999 Workloads	$ 255.00	Per Workload
Wiz Advanced 8000-19,999 Workloads	$ 230.00	Per Workload
Wiz Advanced 20,000-39,999 Workloads	$ 205.00	Per Workload
Wiz Advanced 40,000+ Workloads	$ 180.00	Per Workload
Wiz Code 0-99 Active Developers	$ 600.00	Per Active Developer
Wiz Code 100-249 Active Developers	$ 585.00	Per Active Developer
Wiz Code 250-499 Active Developers	$ 560.00	Per Active Developer
Wiz Code 500-999 Active Developers	$ 530.00	Per Active Developer

Wiz Code 1000- 2,999 Active Developers	$ 490.00	Per Active Developer
Wiz Code 3000 Active Developers	$ 450.00	Per Active Developer
Wiz Sensor 0-99 Units	$ 240.00	Per Sensor Unit
Wiz Sensor 100-499 Units	$ 225.00	Per Sensor Unit
Wiz Sensor 500 – 999 Units	$ 210.00	Per Sensor Unit
Wiz Sensor 1000 – 4999 Units	$ 195.00	Per Sensor Unit
Wiz Sensor 5000 Units	$ 180.00	Per Sensor Unit
Wiz for Gov Essential 0-199 Workloads	$ 276.00	Per Workload
Wiz for Gov Essential 200-499 Workloads	$ 259.00	Per Workload
Wiz for Gov Essential 500-999 Workloads	$ 242.00	Per Workload
Wiz for Gov Essential 1000-1999 Workloads	$ 224.00	Per Workload
Wiz for Gov Essential 2000-3999 Workloads	$ 225.00	Per Workload
Wiz for Gov Essential 4000-7999 Workloads	$ 206.00	Per Workload
Wiz for Gov Essential 8000-19,999 Workloads	$ 188.00	Per Workload
Wiz for Gov Essential 20,000-39,999 Workloads	$ 182.00	Per Workload
Wiz for Gov Essential 40,000+ Workloads	$ 162.00	Per Workload
Wiz for Gov Advanced 0-199 Workloads	$ 437.00	Per Workload
Wiz for Gov Advanced 200-499 Workloads	$ 408.00	Per Workload
Wiz for Gov Advanced 500-999 Workloads	$ 380.00	Per Workload
Wiz for Gov Advanced 1000-1999 Workloads	$ 351.00	Per Workload
Wiz for Gov Advanced 2000-3999 Workloads	$ 350.00	Per Workload
Wiz for Gov Advanced 4000-7999 Workloads	$ 319.00	Per Workload
Wiz for Gov Advanced 8000-19,999 Workloads	$ 288.00	Per Workload
Wiz for Gov Advanced 20,000-39,999 Workloads	$ 277.00	Per Workload
Wiz for Gov Advanced 40,000+ Workloads	$ 243.00	Per Workload
Wiz Code for Gov 0-99 Active Developers	$ 750.00	Per Active Developer
Wiz Code for Gov 100-249 Active Developers	$ 731.00	Per Active Developer

Wiz Code for Gov 250-499 Active Developers	$ 728.00	Per Active Developer
Wiz Code for Gov 500-999 Active Developers	$ 689.00	Per Active Developer
Wiz Code for Gov 1000- 2,999 Active Developers	$ 662.00	Per Active Developer
Wiz Code for Gov 3000 Active Developers	$ 608.00	Per Active Developer
Wiz Sensor for Gov 0-99 Units	$ 380.00	Per Sensor Unit
Wiz Sensor for Gov 100-499 Units	$ 355.00	Per Sensor Unit
Wiz Sensor for Gov 500 – 999 Units	$ 330.00	Per Sensor Unit
Wiz Sensor for Gov 1000 – 4999 Units	$ 305.00	Per Sensor Unit
Wiz Sensor for Gov 5000 Units	$ 280.00	Per Sensor Unit
Wiz Premium Support 1YR License - 17.5% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License
Wiz for Gov Premium Support 1YR License - 23% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License

Respondent: KR2 Technology, LLC

Solution Proposed: Zscaler: Zero Trust Exchange

Service Category: Service Category 13: Vulnerability Assessment and Management

Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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)	$100.00	$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)	$200.00	$180.00

ZCES-SUP ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	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%	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%	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%	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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	$50.00	$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	$95.00	$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	$135.00	$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)	$50.00	$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	$10.00	$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	$16.00	$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	$3.00	$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.	$8,000.00	$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.	$16,000.00	$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.	$32,000.00	$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.	$72,000.00	$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.	$136,000.00	$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.	$300.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$266.00	$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)	$171.00	$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)	$104.00	$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)	$88.00	$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)	$65.00	$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)	$300.00	$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)	$193.00	$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)	$117.00	$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)	$99.00	$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)	$73.00	$65.70
ZCES-SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%
ZCES-SUP FED-ESS GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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)	$430.00	$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)	$15,000.00	$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)	$50,000.00	$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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$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)	$430.00	$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)	$15,000.00	$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)	$50,000.00	$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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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*	$480,000.00	$432,000.00

		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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

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

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

Tier	Price	Unit
0-10,000,000	$105.65	1

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

[SAMPLE] Price Proposal

Respondent: ___KR2 Technology, LLC_____

Solution Proposed: Google Threat Intelligence

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

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

Tier	Price	Unit
Google Threat Intelligence Standard: THREAT-INTEL-STANDARD	$60,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise: THREAT-INTEL-ENTERPRISE	$480,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus: THREAT-INTEL-ENTERPRISE-PLUS	$880,000.00	Per Legal Entity Per Year
GCP Support Base Fee for Region 1 Countries: SUPPORT-GCP-ENHANCED-BASE	$475.00	Month
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	$0.0285	Calculated as 3% of all other service fees

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

Name	Description	Price	Unit
Google Threat Intelligence Standard tier API daily call add on: THREAT-INTEL-STANDARD-API-ADD-ON	Google Threat Intelligence Standard Tier Subscription API Daily Call Add On	$60,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise tier subscription API daily call add on: THREAT-INTEL-ENTERPRISE-API-ADD-ON	Google Threat Intelligence Enterprise Tier Subscription API Daily Call Add On	$80,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier subscription API daily call add on: THREAT-INTEL-ENTERPRISE-PLUS-API-ADD-ON	Google Threat Intelligence Enterprise Plus tier subscription API Daily Call Add On	$120,000.00	Per Legal Entity Per Year

Google Threat Intelligence Enterprise Plus tier file feed add on: THREAT-INTEL-FILE-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier file feed add on	$374,400.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier URL feed add on: THREAT-INTEL-URL-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier URL feed add on	$272,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier domain feed add on: THREAT-INTEL-DOMAIN-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier domain feed add on	$272,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier IP address feed add on: THREAT-INTEL-IP-ADDRESS-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier IP address feed add on	$208,000.00	Per Legal Entity Per Year

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: **Palo Alto Networks: Cortex XSOAR**

Service Category: 14
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	

Respondent: KR2 Technology, LLC

Solution Proposed: Splunk: 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

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

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _____Wiz: Advanced_____

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

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

Tier	Price	Unit
Wiz Essential 0-199 Workloads	$ 240.00	Per Workload
Wiz Essential 200-499 Workloads	$ 225.00	Per Workload
Wiz Essential 500-999 Workloads	$ 210.00	Per Workload
Wiz Essential 1000-1999 Workloads	$ 195.00	Per Workload
Wiz Essential 2000-3999 Workloads	$ 180.00	Per Workload
Wiz Essential 4000-7999 Workloads	$ 165.00	Per Workload
Wiz Essential 8000-19,999 Workloads	$ 150.00	Per Workload
Wiz Essential 20,000-39,999 Workloads	$ 135.00	Per Workload
Wiz Essential 40,000+ Workloads	$ 120.00	Per Workload
Wiz Advanced 0-199 Workloads	$ 380.00	Per Workload
Wiz Advanced 200-499 Workloads	$ 355.00	Per Workload
Wiz Advanced 500-999 Workloads	$ 330.00	Per Workload
Wiz Advanced 1000-1999 Workloads	$ 305.00	Per Workload
Wiz Advanced 2000-3999 Workloads	$ 280.00	Per Workload
Wiz Advanced 4000-7999 Workloads	$ 255.00	Per Workload
Wiz Advanced 8000-19,999 Workloads	$ 230.00	Per Workload
Wiz Advanced 20,000-39,999 Workloads	$ 205.00	Per Workload
Wiz Advanced 40,000+ Workloads	$ 180.00	Per Workload
Wiz Code 0-99 Active Developers	$ 600.00	Per Active Developer
Wiz Code 100-249 Active Developers	$ 585.00	Per Active Developer
Wiz Code 250-499 Active Developers	$ 560.00	Per Active Developer
Wiz Code 500-999 Active Developers	$ 530.00	Per Active Developer

Wiz Code 1000- 2,999 Active Developers	$ 490.00	Per Active Developer
Wiz Code 3000 Active Developers	$ 450.00	Per Active Developer
Wiz Sensor 0-99 Units	$ 240.00	Per Sensor Unit
Wiz Sensor 100-499 Units	$ 225.00	Per Sensor Unit
Wiz Sensor 500 – 999 Units	$ 210.00	Per Sensor Unit
Wiz Sensor 1000 – 4999 Units	$ 195.00	Per Sensor Unit
Wiz Sensor 5000 Units	$ 180.00	Per Sensor Unit
Wiz for Gov Essential 0-199 Workloads	$ 276.00	Per Workload
Wiz for Gov Essential 200-499 Workloads	$ 259.00	Per Workload
Wiz for Gov Essential 500-999 Workloads	$ 242.00	Per Workload
Wiz for Gov Essential 1000-1999 Workloads	$ 224.00	Per Workload
Wiz for Gov Essential 2000-3999 Workloads	$ 225.00	Per Workload
Wiz for Gov Essential 4000-7999 Workloads	$ 206.00	Per Workload
Wiz for Gov Essential 8000-19,999 Workloads	$ 188.00	Per Workload
Wiz for Gov Essential 20,000-39,999 Workloads	$ 182.00	Per Workload
Wiz for Gov Essential 40,000+ Workloads	$ 162.00	Per Workload
Wiz for Gov Advanced 0-199 Workloads	$ 437.00	Per Workload
Wiz for Gov Advanced 200-499 Workloads	$ 408.00	Per Workload
Wiz for Gov Advanced 500-999 Workloads	$ 380.00	Per Workload
Wiz for Gov Advanced 1000-1999 Workloads	$ 351.00	Per Workload
Wiz for Gov Advanced 2000-3999 Workloads	$ 350.00	Per Workload
Wiz for Gov Advanced 4000-7999 Workloads	$ 319.00	Per Workload
Wiz for Gov Advanced 8000-19,999 Workloads	$ 288.00	Per Workload
Wiz for Gov Advanced 20,000-39,999 Workloads	$ 277.00	Per Workload
Wiz for Gov Advanced 40,000+ Workloads	$ 243.00	Per Workload
Wiz Code for Gov 0-99 Active Developers	$ 750.00	Per Active Developer
Wiz Code for Gov 100-249 Active Developers	$ 731.00	Per Active Developer

Wiz Code for Gov 250-499 Active Developers	$ 728.00	Per Active Developer
Wiz Code for Gov 500-999 Active Developers	$ 689.00	Per Active Developer
Wiz Code for Gov 1000- 2,999 Active Developers	$ 662.00	Per Active Developer
Wiz Code for Gov 3000 Active Developers	$ 608.00	Per Active Developer
Wiz Sensor for Gov 0-99 Units	$ 380.00	Per Sensor Unit
Wiz Sensor for Gov 100-499 Units	$ 355.00	Per Sensor Unit
Wiz Sensor for Gov 500 – 999 Units	$ 330.00	Per Sensor Unit
Wiz Sensor for Gov 1000 – 4999 Units	$ 305.00	Per Sensor Unit
Wiz Sensor for Gov 5000 Units	$ 280.00	Per Sensor Unit
Wiz Premium Support 1YR License - 17.5% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License
Wiz for Gov Premium Support 1YR License - 23% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License

Respondent: KR2 Technology, LLC

Solution Proposed: Zscaler: Zero Trust Exchange

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

FY25 Zscaler Packaging: Overview

Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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)	$100.00	$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)	$200.00	$180.00

ZCES-SUP ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	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%	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%	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%	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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	$50.00	$45.00

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	$95.00	$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	$135.00	$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)	$150.00	$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	$16.00	$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	$3.00	$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.	$8,000.00	$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.	$16,000.00	$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.	$32,000.00	$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.	$72,000.00	$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.	$136,000.00	$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.	$300.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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	$98.00	$88.20

		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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$266.00	$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)	$171.00	$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)	$104.00	$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)	$88.00	$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)	$65.00	$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)	$300.00	$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)	$193.00	$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)	$117.00	$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)	$99.00	$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)	$73.00	$65.70
ZCES-SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

ZCES-SUP FED-ESS GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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	$67.00	$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	$37.00	$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	$23.00	$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	$19.00	$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	$15.00	$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	$75.00	$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	$42.00	$37.80

		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	$26.00	$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	$22.00	$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	$17.00	$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	$126.00	$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 3.) Cyber Browser Isolation Advanced	$74.00	$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	$47.00	$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	$39.00	$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	$30.00	$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	$143.00	$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	$83.00	$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	$53.00	$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	$43.00	$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	$34.00	$30.60

		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	$180.00	$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	$110.00	$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	$70.00	$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	$58.00	$52.20

		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	$45.00	$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	$203.00	$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	$125.00	$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	$79.00	$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	$65.00	$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	$50.00	$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)	$200.00	$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)	$112.00	$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)	$67.00	$60.30
ZS-CTP-ISO UNLTD-GCM 25000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet	$57.00	$51.30

		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)	$46.00	$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)	$225.00	$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)	$126.00	$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)	$76.00	$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)	$65.00	$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)	$52.00	$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)	$430.00	$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)	$15,000.00	$13,500.00
ZCES-PRO FOUNDATION S 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)	$50,000.00	$45,000.00
ZCES-PRO ENTERPRIS E 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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$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)	$430.00	$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)	$15,000.00	$13,500.00
ZCES-PRO FOUNDATION S 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)	$50,000.00	$45,000.00
ZCES-PRO ENTERPRIS E 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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

[SAMPLE] Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Cohesity

Service Category 15: Data Security

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

Tier	Price	Unit
N/a	Hardware NTE Price = 15% Off List	Hardware
	Hardware Support NTE Price = 15% Off List	Hardware Support
	As-a-Service NTE Price = 15% Off List	As-a-Service
	Install / PS NTE Price = 4% Off List	Install / Professional Services
	Subscription Software NTE Price = 51% Off List	Subscription Software

Price Proposal

Respondent: ____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
0-10,000,000	$68.72 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Attachment B
Price Proposal

Respondent shall provide a Price Proposal for each Solution proposed for a given Service Category. Pricing proposed shall be used by the Department to evaluate the Respondent's Solution. Provide Price Proposals in a PDF file. **Provision of a Price Proposal is a mandatory responsiveness requirement**.

Mandatory Requirements. On each Price Proposal submitted, Respondent shall, at a minimum: (1) state the applicable Service Category, (2) provide the name of the Solution proposed, and (3) provide pricing information for the proposed Solution for both the initial and renewal term. If no renewal pricing is proposed, Respondent affirms its submitted pricing for the initial term shall be applicable to any renewal terms.

The Department prefers that Respondent's pricing:

1) Provides not-to-exceed pricing for initial term and renewal term of the Solution; and

2) Provides Tiered Pricing, where greater numbers of units purchased provide discounted pricing.

Provision of not-to-exceed pricing and tiered pricing is not a mandatory requirement, but will result in the Respondent receiving a higher Price Proposal score, as further explained in Attachment C, Evaluation Criteria.

Add-On Services (**OPTIONAL**): Respondent may include the names, descriptions, and prices for Add-On services for the proposed Solution in its Price Proposal. If the Solution has separate charges for implementation, integration, or other start-up costs, these must be included in the Add-On Services portion of the Respondent's Price Proposal. For each Add-On Service proposed, Respondent shall describe the Add-On Service. Descriptions for each Add-On Service should be a maximum of 250 words. Failure to enter a name, description, and price for each proposed Add-On Service may result in that Add-On Service not being made available on the Term Contract, if awarded. If the Renewal Term Add-On Services is not provided, Respondent affirms pricing for the Initial Term shall be applicable to any renewal terms.

The Department reserves the right to seek clarification where necessary regarding all submitted Price Proposals.

A sample Price Proposal is provided on the following page. Respondents are encouraged to utilize the sample to ensure that the requirements specified above are provided, but may utilize an alternative format that contains the required information.

Price Proposal

Respondent: KR2 Technology LLC

Solution Proposed: Palo Alto Networks: **Prisma SASE / Strata Data Loss Prevention / Cortex XDR / Prisma Cloud**

Service Category: 15
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

Price Proposal

Respondent: ___KR2 Technology, LLC_____

Solution Proposed: _____Wiz: Advanced_____

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
Wiz Essential 0-199 Workloads	$ 240.00	Per Workload
Wiz Essential 200-499 Workloads	$ 225.00	Per Workload
Wiz Essential 500-999 Workloads	$ 210.00	Per Workload
Wiz Essential 1000-1999 Workloads	$ 195.00	Per Workload
Wiz Essential 2000-3999 Workloads	$ 180.00	Per Workload
Wiz Essential 4000-7999 Workloads	$ 165.00	Per Workload
Wiz Essential 8000-19,999 Workloads	$ 150.00	Per Workload
Wiz Essential 20,000-39,999 Workloads	$ 135.00	Per Workload
Wiz Essential 40,000+ Workloads	$ 120.00	Per Workload
Wiz Advanced 0-199 Workloads	$ 380.00	Per Workload
Wiz Advanced 200-499 Workloads	$ 355.00	Per Workload
Wiz Advanced 500-999 Workloads	$ 330.00	Per Workload
Wiz Advanced 1000-1999 Workloads	$ 305.00	Per Workload
Wiz Advanced 2000-3999 Workloads	$ 280.00	Per Workload
Wiz Advanced 4000-7999 Workloads	$ 255.00	Per Workload
Wiz Advanced 8000-19,999 Workloads	$ 230.00	Per Workload
Wiz Advanced 20,000-39,999 Workloads	$ 205.00	Per Workload
Wiz Advanced 40,000+ Workloads	$ 180.00	Per Workload
Wiz Code 0-99 Active Developers	$ 600.00	Per Active Developer
Wiz Code 100-249 Active Developers	$ 585.00	Per Active Developer
Wiz Code 250-499 Active Developers	$ 560.00	Per Active Developer
Wiz Code 500-999 Active Developers	$ 530.00	Per Active Developer

Wiz Code 1000- 2,999 Active Developers	$ 490.00	Per Active Developer
Wiz Code 3000 Active Developers	$ 450.00	Per Active Developer
Wiz Sensor 0-99 Units	$ 240.00	Per Sensor Unit
Wiz Sensor 100-499 Units	$ 225.00	Per Sensor Unit
Wiz Sensor 500 – 999 Units	$ 210.00	Per Sensor Unit
Wiz Sensor 1000 – 4999 Units	$ 195.00	Per Sensor Unit
Wiz Sensor 5000 Units	$ 180.00	Per Sensor Unit
Wiz for Gov Essential 0-199 Workloads	$ 276.00	Per Workload
Wiz for Gov Essential 200-499 Workloads	$ 259.00	Per Workload
Wiz for Gov Essential 500-999 Workloads	$ 242.00	Per Workload
Wiz for Gov Essential 1000-1999 Workloads	$ 224.00	Per Workload
Wiz for Gov Essential 2000-3999 Workloads	$ 225.00	Per Workload
Wiz for Gov Essential 4000-7999 Workloads	$ 206.00	Per Workload
Wiz for Gov Essential 8000-19,999 Workloads	$ 188.00	Per Workload
Wiz for Gov Essential 20,000-39,999 Workloads	$ 182.00	Per Workload
Wiz for Gov Essential 40,000+ Workloads	$ 162.00	Per Workload
Wiz for Gov Advanced 0-199 Workloads	$ 437.00	Per Workload
Wiz for Gov Advanced 200-499 Workloads	$ 408.00	Per Workload
Wiz for Gov Advanced 500-999 Workloads	$ 380.00	Per Workload
Wiz for Gov Advanced 1000-1999 Workloads	$ 351.00	Per Workload
Wiz for Gov Advanced 2000-3999 Workloads	$ 350.00	Per Workload
Wiz for Gov Advanced 4000-7999 Workloads	$ 319.00	Per Workload
Wiz for Gov Advanced 8000-19,999 Workloads	$ 288.00	Per Workload
Wiz for Gov Advanced 20,000-39,999 Workloads	$ 277.00	Per Workload
Wiz for Gov Advanced 40,000+ Workloads	$ 243.00	Per Workload
Wiz Code for Gov 0-99 Active Developers	$ 750.00	Per Active Developer
Wiz Code for Gov 100-249 Active Developers	$ 731.00	Per Active Developer

Wiz Code for Gov 250-499 Active Developers	$ 728.00	Per Active Developer
Wiz Code for Gov 500-999 Active Developers	$ 689.00	Per Active Developer
Wiz Code for Gov 1000- 2,999 Active Developers	$ 662.00	Per Active Developer
Wiz Code for Gov 3000 Active Developers	$ 608.00	Per Active Developer
Wiz Sensor for Gov 0-99 Units	$ 380.00	Per Sensor Unit
Wiz Sensor for Gov 100-499 Units	$ 355.00	Per Sensor Unit
Wiz Sensor for Gov 500 – 999 Units	$ 330.00	Per Sensor Unit
Wiz Sensor for Gov 1000 – 4999 Units	$ 305.00	Per Sensor Unit
Wiz Sensor for Gov 5000 Units	$ 280.00	Per Sensor Unit
Wiz Premium Support 1YR License - 17.5% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License
Wiz for Gov Premium Support 1YR License - 23% of Annual Contract Value – Minimum $26,315.79	$ 0	1 Annual License

Respondent: KR2 Technology, LLC

Solution Proposed: Zscaler: Zero Trust Exchange

Service Category: Service Category 15: Data Security

FY25 Zscaler Packaging: Overview

Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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)	$100.00	$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)	$200.00	$180.00

ZCES-SUP ESS	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	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%	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%	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%	5%

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	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	$50.00	$45.00

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	$95.00	$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	$135.00	$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	$170.00	$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)	$50.00	$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	$16.00	$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	$3.00	$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.	$8,000.00	$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.	$16,000.00	$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.	$32,000.00	$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.	$72,000.00	$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.	$136,000.00	$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.	$300.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$133.00	$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)	$87.00	$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)	$49.00	$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)	$41.00	$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)	$29.00	$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)	$150.00	$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)	$98.00	$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)	$55.00	$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)	$46.00	$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)	$32.00	$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)	$266.00	$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)	$171.00	$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)	$104.00	$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	$88.00	$79.20

		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)	$65.00	$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)	$300.00	$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)	$193.00	$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)	$117.00	$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)	$99.00	$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)	$73.00	$65.70
ZCES-SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%
ZCES-SUP FED-ESS GCH-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	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%	20%
ZCES-SUP FED-PREMADV-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%	20%

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	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	$67.00	$60.30

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	$41.00	$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	$26.00	$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	$21.00	$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	$16.00	$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	$75.00	$67.50

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	$47.00	$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	$29.00	$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	$24.00	$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	$19.00	$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	$126.00	$113.40

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	$83.00	$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	$51.00	$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	$43.00	$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	$33.00	$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	$143.00	$128.70

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	$94.00	$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	$58.00	$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	$48.00	$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	$37.00	$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)	$67.00	$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	$41.00	$36.90

		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)	$26.00	$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)	$21.00	$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)	$16.00	$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)	$75.00	$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)	$47.00	$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	$29.00	$26.10

		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)	$24.00	$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)	$19.00	$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)	$133.00	$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)	$83.00	$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)	$51.00	$45.90

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)	$43.00	$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)	$33.00	$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)	$150.00	$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)	$94.00	$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)	$58.00	$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	$48.00	$43.20

		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)	$37.00	$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)	$430.00	$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)	$15,000.00	$13,500.00
ZCES-PRO FOUNDATION S 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)	$50,000.00	$45,000.00
ZCES-PRO ENTERPRIS E 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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$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)	$430.00	$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)	$15,000.00	$13,500.00
ZCES-PRO FOUNDATION S 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)	$50,000.00	$45,000.00
ZCES-PRO ENTERPRIS E 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)*	$95,000.00	$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)*	$183,000.00	$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)*	$280,000.00	$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)*	$480,000.00	$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)*	$480,000.00	$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)*	$525,000.00	$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.	$300.00	$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.	$7,250.00	$6,525.00

[SAMPLE] Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: Google Chronicle SecOps

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

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

Tier	Price	Unit
Chronicle SecOps Standard US: Subscriptions/ LogIngestBytes/Standard/US	$1.56	GB Per Year
Chronicle SecOps Enterprise US: Subscriptions/ LogIngestBytes/Enterprise/US	$1.92	GB Per Year
Chronicle SecOps Enterprise Plus: Subscriptions/LogIngestBytes/EnterprisePlus/US	$3.68	GB Per Year
GCP Support Base Fee for Region 1 Countries: SUPPORT-GCP-ENHANCED-BASE	$475.00	Month
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	$0.0285	Calculated as 3% of all other service fees

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed: _____Akamai Technologies_____

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

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

Tier	Price	Unit
Akamai TrafficPeak: Enterprise Log Management - Monthly		
TrafficPeak Small - Akamai DataStream 150,000 Events	$ 1,644.06	Per Tier (Events)
TrafficPeak Small - SIEM 150,000 Events	$ 2,407.26	Per Tier (Events)
TrafficPeak Medium - Akamai DataStream 250,000 Events	$ 1,688.58	Per Tier (Events)
TrafficPeak Medium - SIEM 250,000 Events	$ 2,963.76	Per Tier (Events)
TrafficPeak Large - Akamai DataStream 500,000 Events	$ 2,067.00	Per Tier (Events)
TrafficPeak Large - SIEM 500,000 Events	$ 4,347.06	Per Tier (Events)
TrafficPeak Enterprise Tier 1 - Akamai DataStream 1B Events	$ 2,782.50	Per Tier (Events)
TrafficPeak Enterprise Tier 1 - SIEM 1B Events	$ 8,713.20	Per Tier (Events)
Custom - Above 1B Events of Dedicated		Per Tier (Events)

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

Name	Description	Price	Unit
Managed Integration Akamai TrafficPeak			
Professional Services-Security - 8 Hours, One-time	Managed Integration	$ 2,310 00	Per Package
Professional Services-Security - Additional Hours	Managed Integration	$ 282.00	Per Hour

Price Proposal

Respondent: _____KR2 Technology, LLC_____

Solution Proposed: _CrowdStrike_____

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

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

Tier	Price	Unit
0-10,000,000	$1,955.00 USD	1

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

Name	Description	Price	Unit

CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	$12,920	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	$403.75 USD	1
CrowdStrike Professional Services	Retainer Fee	$2,375.00	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStike Professional Services	Professional Services - Custom Retainer	$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	$13.46 USD	1

CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	$46.84 USD	1

CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: KR2 Technology, LLC

Solution Proposed:**Palo Alto Networks: Cortex XSIAM**

Service Category: 16
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.

Price Proposal

Respondent: KR2 Technology, LLC

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

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

Attachment B
Price Proposal

Respondent shall provide a Price Proposal for each Solution proposed for a given Service Category. Pricing proposed shall be used by the Department to evaluate the Respondent's Solution. Provide Price Proposals in a PDF file. **Provision of a Price Proposal is a mandatory responsiveness requirement**.

Mandatory Requirements. On each Price Proposal submitted, Respondent shall, at a minimum: (1) state the applicable Service Category, (2) provide the name of the Solution proposed, and (3) provide pricing information for the proposed Solution for both the initial and renewal term. If no renewal pricing is proposed, Respondent affirms its submitted pricing for the initial term shall be applicable to any renewal terms.

The Department prefers that Respondent's pricing:

1) Provides not-to-exceed pricing for initial term and renewal term of the Solution; and

2) Provides Tiered Pricing, where greater numbers of units purchased provide discounted pricing.

Provision of not-to-exceed pricing and tiered pricing is not a mandatory requirement, but will result in the Respondent receiving a higher Price Proposal score, as further explained in Attachment C, Evaluation Criteria.

Add-On Services (**OPTIONAL**): Respondent may include the names, descriptions, and prices for Add-On services for the proposed Solution in its Price Proposal. If the Solution has separate charges for implementation, integration, or other start-up costs, these must be included in the Add-On Services portion of the Respondent's Price Proposal. For each Add-On Service proposed, Respondent shall describe the Add-On Service. Descriptions for each Add-On Service should be a maximum of 250 words. Failure to enter a name, description, and price for each proposed Add-On Service may result in that Add-On Service not being made available on the Term Contract, if awarded. If the Renewal Term Add-On Services is not provided, Respondent affirms pricing for the Initial Term shall be applicable to any renewal terms.

The Department reserves the right to seek clarification where necessary regarding all submitted Price Proposals.

A sample Price Proposal is provided on the following page. Respondents are encouraged to utilize the sample to ensure that the requirements specified above are provided, but may utilize an alternative format that contains the required information.

Proofpoint Price Proposal

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint: PFPT Enterprise P0 - F-Secure- S (SaaS)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 48,524.43	Fixed Price for Tier
501-750	$ 67,379.86	Fixed Price for Tier
751-1000	$ 86,580.69	Fixed Price for Tier
1001-2500	$ 73.65	PPU
2501-5000	$ 58.92	PPU
5001-10000	$ 49.33	PPU
10001-20000	$ 43.40	PPU
20001-50000	$ 39.11	PPU
50001-100000	$ 33.74	PPU
100001-200000	$ 28.33	PPU
200001-999999999	$ 25.26	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint POD: PFPT Enterprise P0 - F-Secure- V

(Virtual) Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 41,587.83	Fixed Price for Tier
501-750	$ 57,638.39	Fixed Price for Tier
751-1000	$ 74,073.04	Fixed Price for Tier
1001-2500	$ 70.76	PPU
2501-5000	$ 56.61	PPU
5001-10000	$ 47.95	PPU
10001-20000	$ 41.17	PPU

20001-50000	$ 36.38	PPU
50001-100000	$ 30.94	PPU
100001-200000	$ 26.39	PPU
200001-999999999	$ 23.42	PPU

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint POD: PFPT Enterprise P0 - McAfee- S (SaaS) Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 48,524.43	Fixed Price for Tier
501-750	$ 67,379.86	Fixed Price for Tier
751-1000	$ 86,580.69	Fixed Price for Tier
1001-2500	$ 73.65	PPU
2501-5000	$ 58.92	PPU
5001-10000	$ 49.33	PPU
10001-20000	$ 43.40	PPU
20001-50000	$ 39.11	PPU
50001-100000	$ 33.74	PPU
100001-200000	$ 28.33	PPU
200001-999999999	$ 25.26	PPU

Respondent: KR2 Technoloy, LLC.

Solution Proposed: Proofpoint POD: PFPT Enterprise P0 - McAfee- V Service Category: Service Category 5: Email

Security

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

Tier	Price	Unit
1-500	$ 48,036.75	Fixed Price for Tier
501-750	$ 61,154.06	Fixed Price for Tier
751-1000	$ 78,148.43	Fixed Price for Tier

1001-2500	$ 70.76	PPU
2501-5000	$ 56.61	PPU
5001-10000	$ 47.95	PPU
10001-20000	$ 41.17	PPU
20001-50000	$ 36.38	PPU
50001-100000	$ 30.94	PPU
100001-200000	$ 26.39	PPU
200001-999999999	$ 23.42	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint:Implementation and Training

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	$0.01	10% of base subscription
1-1000000	$0.01	10% of base subscription
1	$ 2,328.00	Per Student – 3 days
1	$ 2,064.00	Per Student – 2 days

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint Information Protection: PFPT Enterprise DLP (US-Only Deployment) - S ** Minimum purchase of $30,000.00

Service Category: Service Category 15: Data Security (Information Protection)

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

Tier	Price	Unit
1-500	$ 185.69	PPU
501-750	$ 161.36	PPU
751-1000	$ 146.79	PPU
1001-2500	$ 130.08	PPU
2501-5000	$ 112.10	PPU

5001-10000	$ 103.99	PPU
10001-20000	$ 97.54	PPU
20001-50000	$ 91.09	PPU
50001-100000	$ 85.71	PPU
100001-200000	$ 81.02	PPU
200001-999999999	$ 77.11	PPU

Respondent: KR2 Technology. LLC.

Solution Proposed: Proofpoint: PFPT Identity Threat Defense Platform Bundle (PFPT ITD - Spotlight + PFPT ITD - Shadow)
**Minimum purchase of $60,000 required

Service Category: Service Category 3: Endpoint Detection and Response
Service Category: Service Category 8: Identity and Access Management (IAM)

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

Tier	Price	Unit
1-2500	$100.51	PPU
2501-5000	$83.30	PPU
5001-10000	$70.78	PPU
10001-20000	$60.18	PPU
20001-50000	$51.13	PPU
50001-100000	$43.48	PPU
100001-200000	$36.95	PPU
200001-999999999	$31.42	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Identity Threat Defense - Spotlight

Description: Proofpoint Spotlight continuously discovers and enables automatic remediation of identity and lateral movement risks and includes Identity Threat Defense Platform's central management platform. Sold per Endpoint.
**Minimum purchase amount of $60,000.00 required

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

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

Tier	Price	Unit
1-2500	$55.85	PPU
2501-5000	$37.02	PPU
5001-10000	$31.47	PPU
10001-20000	$26.75	PPU
20001-50000	$22.72	PPU
50001-100000	$19.32	PPU
100001-200000	$16.42	PPU
200001-999999999	$14.68	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: Tessian Full Platform - S

Description: Tessian Full Platform includes Misdirected Email Protection, Email Exfiltration Protection, Defender, Investigate and Respond, and Abuse Mailbox Response - SaaS - 12 months **Minimum purchase of $6,000 required**

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 409.34	PPU
501-750	$ 340.20	PPU
751-1000	$ 268.90	PPU
1001-2500	$ 197.63	PPU
2501-5000	$ 143.86	PPU
5001-10000	$ 100.80	PPU
10001-20000	$ 81.59	PPU
20001-50000	$ 81.59	PPU
50001-100000	$ 81.59	PPU
100001-200000	$ 81.59	PPU
200001-999999999	$ 81.59	PPU

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

Tier	Price	Unit

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

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT ITM SaaS Metadata Feed in GB (100 GBs per 30 days)

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$ 3,909.32	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Email DLP - S

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 20,523.93	Fixed Price for Tier
501-750	$ 25,192.63	Fixed Price for Tier
751-1000	$ 32,515.77	Fixed Price for Tier
1001-2500	$ 25.41	PPU
2501-5000	$ 20.33	PPU
5001-10000	$ 17.59	PPU

10001-20000	$ 15.64	PPU
20001-50000	$ 13.68	PPU
50001-100000	$ 11.73	PPU
100001-200000	$ 9.77	PPU
200001-999999999	$ 8.80	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: Email Fraud Defense

Description: DMARC deployment for up to 5 sending domains (and unlimited defensive registrations) and 5 lookalike seed domains. Understand and configure your email systems to defend against email fraud tactics used against your organization and partners, w/ MS

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-1000	$ 54,696.27	Fixed Price for Tier
1001-2500	$ 62,510.03	Fixed Price for Tier
2501-5000	$ 25.41	PPU
5001-10000	$ 21.50	PPU
10001-20000	$ 18.57	PPU
20001-50000	$ 16.61	PPU
50001-100000	$ 14.66	PPU
100001-200000	$ 12.71	PPU
200001-1000000	$ 10.75	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: Email Fraud Defense – Initial Configuration

Description: Initial Configuration

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit

1-5000	$ 977.33	Fixed Price for Tier
5001-10000	$ 977.33	Fixed Price for Tier
10001-1000000	$ 1,954.66	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Recurring Consultative Services (16 hours per month)

Description: PFPT Recurring Consultative Services (16 hours per month) - Tier 1 - 999999999 - Term 12 Months

Service Category: Service Category 5: Email Security
Service Category: Service Category 3: Endpoint Detection and Response
Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$60,985.39	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Managed Service for Enterprise DLP Bundle

Description: Managed Services for Enterprise DLP. This includes the full user count for Email DLP, Endpoint DLP, and CASB, as well as 3% of users for ITM SaaS. Proofpoint personnel will collaborate with customer resources during normal business hours.
**Minimum purchase of $132,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-10000	$ 242.5	PPU
10001-30000	$160.28	PPU
30001 - 999999999	$106.53	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint :Enterprise DLP New Customer Training Package

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$ 9,700.00	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint :Centric Managed Services (PCMS) Setup Engagement

Description: Engagement to onboard Customer into People Centric Managed Services (PCMS)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	$0.00	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: Enterprise DLP New Customer Training Package

Description: Enterprise DLP New Customer Training Package includes private customer trainings for Sigma platform, Endpoint DLP, Email DLP, and CASB. Multiple sessions, up to 12 students

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	$9,700.00	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: Secure Email Relay DLP (up to 250GB throughput per year)

Description: Secure Email Relay DLP subscription that provides total annual throughput up to 250GB

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	$ 17,591.94	Fixed Price for Tier

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Email DLP - S

Description: Regulatory Compliance, Digital Asset Security - SaaS

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 20,523.93	Fixed Price for Tier
501-750	$ 25,192.63	Fixed Price for Tier
751-1000	$ 32,515.77	Fixed Price for Tier
1001-2500	$ 25.41	PPU
2501-5000	$ 20.33	PPU
5001-10000	$ 17.59	PPU
10001-20000	$ 15.64	PPU
20001-50000	$ 13.68	PPU
50001-100000	$ 11.73	PPU
100001-200000	$ 9.77	PPU
200001-999999999	$ 8.80	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint:PFPT Cloud App Security Broker Data Retention Add-on (US-Only Deployment) - S

Description: PFPT Cloud App Security Broker (Add-on Data Retention for 186 days) (US-Only Deployment) - S

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 3,078.59	Fixed Price for Tier

501-750	$ 4,361.34	Fixed Price for Tier
751-1000	$ 5,536.57	Fixed Price for Tier
1001-2500	$ 5.26	PPU
2501-5000	$ 4.43	PPU
5001-10000	$ 4.36	PPU
10001-20000	$ 4.29	PPU
20001-50000	$ 4.15	PPU
50001-100000	$ 4.08	PPU
100001-200000	$ 4.02	PPU
200001-999999999	$ 3.88	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Endpoint DLP (30 days) (US-Only Deployment) - S

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) – SaaS
**Minimum purchase amount of $18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 70.27	PPU
501-750	$ 58.54	PPU
751-1000	$ 50.14	PPU
1001-2500	$ 43.88	PPU
2501-5000	$ 39.00	PPU
5001-10000	$ 35.09	PPU
10001-20000	$ 31.96	PPU
20001-50000	$ 29.22	PPU
50001-100000	$ 26.97	PPU
100001-200000	$ 25.12	PPU
200001-999999999	$ 23.46	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Endpoint DLP (90 days) (US-Only Deployment) - S

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) - SaaS
**Minimum purchase amount of $18,000.00 required
Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	74.77	PPU
501-750	62.35	PPU
751-1000	53.46	PPU
1001-2500	46.72	PPU
2501-5000	41.54	PPU
5001-10000	37.43	PPU
10001-20000	34.01	PPU
20001-50000	31.18	PPU
50001-100000	28.73	PPU
100001-200000	26.68	PPU
200001-999999999	24.92	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint PFPT Virtual Takedown Service (up to 50 takedown requests)

Description: Virtual Takedown for up to 50 takedown requests annually. Features include actioning of virtual takedown requests for sites hosting phishing, malware, counterfeit goods, or criminal activity sites, to facilitate block listing and restrict site accesses.

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-2500	$ 18,324.94	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpooint: PFPT TAP Account Takeover (US-Only Deployment)

Description: PFPT TAP Account Takeover (up to 1,000 monthly user activities) (US-Only Deployment)
**Minimum purchase amount of $6,000.00 required

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 32.39	PPU
501-750	$ 22.90	PPU
751-1000	$ 21.22	PPU
1001-2500	$ 17.87	PPU
2501-5000	$ 15.08	PPU
5001-10000	$ 12.28	PPU
10001-20000	$ 11.73	PPU
20001-50000	$ 10.61	PPU
50001-100000	$ 10.06	PPU
100001-200000	$ 8.37	PPU
200001-999999999	$ 8.37	PPU

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint: PFPT ITM SaaS Metadata Capture (30 days) (US-Only Deployment)

Description: Captures users' activity (metadata) across desktops and servers on supported platforms (US-Only Deployment) – SaaS
**Minimum purchase of $18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 331.42	PPU
501-750	$ 276.16	PPU
751-1000	$ 236.73	PPU
1001-2500	$ 207.14	PPU
2501-5000	$ 184.11	PPU
5001-10000	$ 165.72	PPU

10001-20000	$ 150.64	PPU
20001-50000	$ 138.08	PPU
50001-100000	$ 127.46	PPU
100001-200000	$ 118.34	PPU
200001-999999999	$ 110.48	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT ITM SaaS Additional Visual Capture (100-GB Pack) (US-Only Deployment)

Description: PFPT ITM Additional Visual Capture 100-GB Storage Pack. Can only be purchased if combined with Metadata + Visual Capture (US-Only Deployment).

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$ 1,358.00	PPU

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint: PFPT Additional Data Retention for ITM - Add-on (US-Only Deployment)

Description: Proofpoint Additional Data Retention for ITM increases the retention of the ITM data retained by 30 days (US-Only Deployment)

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$ 10.78	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT ITM SaaS Metadata Feed in GB (100 GBs per 30 days) (US-Only Deployment)

Description: PFPT ITM SaaS Metadata Feed in GB (100 GBs per 30 days) (US-Only Deployment).

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	$ 3,880.00	PPU

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint: PFPT Managed Security Awareness - Gold

Description: This service is available for customers with 2,500 or fewer PSAT licenses. It will implement an annual schedule of PSAT activities that will be conducted quarterly and includes monthly meetings.

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	$ 24,250.00	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PSAT - Enterprise vr.2

Description: PSAT - Enterprise vr.2 CyberStrength, ThreatSim, ThreatSim USB Simulation (Self Service), Security Awareness Materials, All training content available at time of purchase and access to newly released content throughout the license term.
**Minimum purchase of $3,000.00 required
Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-250	$ 61.33	PPU
251-500	$ 61.33	PPU
501-750	$ 50.18	PPU
751-1000	$ 48.58	PPU
1001-2000	$ 37.96	PPU
2001-2500	$ 34.17	PPU
2501-5000	$ 30.37	PPU

5001-10000	$ 25.41	PPU
10001-20000	$ 22.39	PPU
20001-50000	$ 20.15	PPU
50001-100000	$ 17.42	PPU
100001-200000	$ 14.60	PPU
200001-999999999	$ 13.04	PPU

Respondent: KR2 Technology, LLC

Solution Proposed: Proofpoint: PFPT Misdirected Email Protection - S - Regular Users

Description: Proofpoint Misdirected Email Protection automatically prevents accidental data loss from misdirected emails and miss attached files, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users
**Minimum purchase of $6,000.00 required

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	$ 215.01	PPU
501-750	$ 162.45	PPU
751-1000	$ 129.01	PPU
1001-2500	$ 90.77	PPU
2501-5000	$ 59.73	PPU
5001-10000	$ 41.61	PPU
10001-20000	$ 34.21	PPU
20001-50000	$ 34.21	PPU
50001-100000	$ 34.21	PPU
100001-200000	$ 34.21	PPU
200001-999999999	$ 34.21	PPU

Respondent: KR2 Technology, LLC.

Solution Proposed: Proofpoint: PFPT Email Exfiltration Protection - S - Regular Users
Description: PFPT Email Exfiltration Protection prevents data exfiltration via email to employee personal, unauthorized and non-business accounts, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users
**Minimum purchase of $6,000.00 required

Service Category: Service Category 5: Email Security
Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	$ 143.34	PPU
501-750	$ 121.83	PPU
751-1000	$ 90.77	PPU
1001-2500	$ 69.27	PPU
2501-5000	$ 52.55	PPU
5001-10000	$ 36.48	PPU
10001-20000	$ 29.64	PPU
20001-50000	$ 29.64	PPU
50001-100000	$ 29.64	PPU
100001-200000	$ 29.64	PPU
200001-999999999	$ 29.64	PPU

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

Name	Description	Price	Unit