

Exhibit B

Price Proposal

Respondent: \_\_\_\_Axonius\_\_\_\_\_

Solution Proposed: Axonius

Service Category: Choose an item.Service Category 1: Endpoint-Based Asset Discovery

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

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

**Price Proposal Respondent:**

Solution Proposed: \_CrowdStrike\_

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

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Price Proposal

Respondent: \_\_\_\_\_ Elastic \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

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

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

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Service Category: **Service Category 3: Endpoint Detection and Response**

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

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: Squadra Solutions, LLCSolution Proposed: ElasticService Category: **Service Category 7: Security Operations Platform**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user



Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumption: 30 Days Retention		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

## Price Proposal

Respondent: Armis, Inc.

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: <u>[500]</u> - <u>[10,000]</u>	\$26.58	Per Asset
Tier 2: <u>[10,001]</u> - <u>[25,000]</u>	\$17.72	Per Asset
Tier 3: <u>[25,001]</u> - <u>[100,000]</u>	\$11.81	Per Asset
Tier 4: <u>[100,001]</u> - <u>[500,000]</u>	\$7.88	Per Asset
Tier 5: <u>[500,001]</u> - <u>[1,000,000]</u>	\$5.52	Per Asset
Tier 6: <u>[1,000,001]</u> - <u>[1,300,00]</u>	\$3.50	Per Asset
Tier 7: <u>[1,300,001]</u> - <u>_____</u> + <u>_____</u>	\$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	\$3,150.00	Per Site Tier

	of 100 assets unless otherwise noted		
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-	\$6,750.00	Per Site Tier

	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		
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	\$6,030.00	Per Site Tier

	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		
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	\$21,420.00	Per Site Tier

	of 2,625 assets unless otherwise noted		
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-	\$48,780.00	Per Site Tier



	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		
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	\$68,400.00	Per Site Tier

	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		
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	\$61,740.00	Per Site Tier

	of 140,000 assets unless otherwise noted		
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	\$8,100.00	Per Site Tier

	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.		
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	\$24,390.00	Per Site Tier

	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.		
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	\$38,250.00	Per Site Tier

	assets unless otherwise noted.		
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	\$58,500.00	Per Site Tier

	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.		
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	\$52,830.00	Per Site Tier

	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.		
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	\$517,500.00	Per Resource



	<p>Armis platform as well as relevant customer technologies (networking, security, and other relevant domains).</p> <p>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.</p>		
Remote Resident Engineer/Architect	<p>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.</p> <p>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).</p> <p>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</p>	\$432,000.00	Per Resource

	capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.		
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	\$180,000.00	Per Asset Band

	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.		
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 for Intelligence 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 for Intelligence 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	\$144,000.00	Per Asset Band

	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.		
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	\$180,000.00	Per Asset Band

	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.		
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	\$234,000.00	Per Asset Band



	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.		
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	\$360,000.00	Per Asset Band

	used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.		
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

	threats for a specific tenant.		
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	Actionable Threat Intelligence Pro	\$1,080,000.00	Per Asset Band

1000000-1299999 Assets	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.		
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	\$54,000.00	Per Asset Band

	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.		
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	\$108,000.00	Per Asset Band

	asset behavior and also appends missing information on the asset.		
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	\$202,500.00	Per Asset Band

	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.		
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	\$405,000.00	Per Asset Band



	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.		
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 risk,	\$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:

\_\_\_\_\_Axonius\_\_\_\_\_

Solution Proposed: Axonius

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

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

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

Palo Alto Networks, Cat 2 Price Proposal

Respondent: \_Palo Alto Networks Public Sector LLC\_\_\_\_\_

Solution Proposed: \_Palo Alto Networks IoT Subscriptions\_\_\_\_\_

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

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

### Palo Alto Networks, Cat 3 Price Proposal

Respondent: Palo Alto Networks Public Sector LLC \_\_\_\_

Solution Proposed: Palo Alto Networks Cortex XDR \_\_\_\_

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Table – Volume Pricing Logic per Cortex XDR Pro Endpoint Tenant

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

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement	\$2,618	200
	and guidance for PANW products		
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

**Price Proposal Respondent:**

\_\_\_\_\_  
 Solution Proposed: \_CrowdStrike\_\_\_\_\_

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1



CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

**Price Proposal**

Respondent: \_\_\_\_\_ Elastic \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_Service Category: **Service Category 3: Endpoint Detection and Response**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
<b>Elastic Flex Consulting Services</b>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<b>Elastic Basic Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
<b>Elastic Standard Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
<b>Elastic Professional Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_Service Category: **Service Category 3: Endpoint Detection and Response**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: ElasticSolution Proposed: ElasticService Category: **Service Category 7: Security Operations Platform**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
<a href="#">Elastic Flex Consulting Services</a>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<a href="#">Elastic Basic Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
<a href="#">Elastic Standard Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
<a href="#">Elastic Professional Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: ElasticSolution Proposed: ElasticService Category: **Service Category 16: Enterprise Security Log Management, Analytics, and Response**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumption: 30 Days Retention		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Price Proposal Respondent:

\_\_\_\_\_Axonius\_\_\_\_\_

Solution Proposed: Axonius

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

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

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

## Palo Alto Networks, Cat 4 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector, LLC

Solution Proposed: \_\_ Palo Alto Networks Cortex Xpanse

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

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

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

Table 1. Volume Discount Tiers

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



Tier 10	1,000,001	-	91%
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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: \_\_\_\_\_ Abnormal \_\_\_\_\_

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	\$42.16	IES per Mailbox
Order Quantity 3000-9999	\$27.37	IES per Mailbox
Order Quantity 10000-99999	\$18.32	IES per Mailbox
Order Quantity 100,0000+	\$13.34	IES per Mailbox

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

**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	\$12.44	Order Quantity 150-2999
	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.		
Email Account Takeover Protection	Same As Above	\$8.07	Order Quantity 3000-9999
Email Account Takeover Protection	Same As Above	\$5.22	Order Quantity 10000-99999
Email Account Takeover Protection	Same As Above	\$3.75	Order Quantity 100,0000+

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

Name	Description	Price	Unit
Core Security Posture Management	Human behavior AI monitors for	\$12.44	Order Quantity 150-2999

	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.		
Core Security Posture Management	Same As Above	\$8.07	Order Quantity 3000-9999
Core Security Posture Management	Same As Above	\$5.22	Order Quantity 10000-99999
Core Security Posture Management	Same As Above	\$3.75	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.	\$12.44	Order Quantity 150-2999
Abuse Mailbox/AI Security Mailbox	Same As Above	\$8.07	Order Quantity 3000-9999
Abuse Mailbox/AI Security Mailbox	Same As Above	\$5.22	Order Quantity 10000-99999
Abuse Mailbox/AI Security Mailbox	Same As Above	\$3.75	Order Quantity 100,0000+

Service Category 5: Email Security

Solution Name: CLOUD GATEWAY (SEG)

Initial Term Pricing (Years 1-2)	
Description:	Rate Per SELECT APPLICABLE UNIT
<p><b><u>Software Year</u></b> Initial Software Year</p> <p>One year of SEG software Solution, bundle known as 365 Protect with Advanced BEC. To include:</p> <ul style="list-style-type: none"> <li>• Implementation</li> <li>• Initial training</li> <li>• Initial Integration</li> <li>• Integration maintenance</li> <li>• Support services</li> </ul>	<p>Tier 1: 0 – 249 \$71.96</p> <p>Tier 2: 250 – 999 \$43.18</p> <p>Tier 3: 1,000 - 4,999 \$32.38</p> <p>Tier 4: 5,000+ \$26.99/user</p>

Initial Term Add-On Services (add additional rows as needed)		
Name	Description	Cost
Privacy Pack	Email DLP Dictionary	\$0
Secure Messaging	Email Encryption	\$1.20/user
DMARC Analyzer – T3	Visibility into all email senders using your domain	\$9,000
DMARC Analyzer – Managed Service – T3	Service to help customer develop and complete plan for complex DMARC deployment	\$6,000
DMARC Analyzer – SPF Delegation	SPF delegation to manage SPF records and overcome lookup limit	\$0
DMARC Analyzer - Implementation	Setup users and domain as well as training	\$0
Engage Cloud Gateway	Awareness Training and Phish Testing	\$4.80/user

Solution Name: CLOUD INTEGRATED (ICES)

Initial Term Pricing (Years 1-2)	
Description:	Rate Per SELECT APPLICABLE UNIT
<p><b><u>Software Year</u></b> Initial Software Year</p> <p>One year of ICES software Solution as described in the RFQ per user. To include:</p> <ul style="list-style-type: none"><li>• Implementation</li><li>• Initial training</li><li>• Initial Integration</li><li>• Integration maintenance</li><li>• Support services</li></ul>	<p>Tier 1: 0 – 249 \$43.18</p> <p>Tier 2: 250 – 999 \$28.89</p> <p>Tier 3: 1,000 - 4,999 \$24.30</p> <p>Tier 4: 5,000+ \$21.58/user</p>



Initial Term Add-On Services (add additional rows as needed)		
Name	Description	Cost
DMARC Analyzer Cloud Integrated – T3	Visibility into all email senders using your domain	\$9,000
DMARC Analyzer – Managed Service Cloud Integrated – T3	Service to help customer develop and complete plan for complex DMARC deployment	\$6,000
DMARC Analyzer Cloud Integrated – SPF Delegation	SPF delegation to manage SPF records and overcome lookup limit	\$0
DMARC Analyzer Cloud Integrated Implementation	Setup users and domain as well as training	\$0
Engage Cloud Integrated	Awareness Training and Phish Testing	\$4.80/user

**Price Proposal Respondent:**

\_\_\_\_\_  
 Solution Proposed: \_CrowdStrike\_\_\_\_\_

Service Category: Service Category 7: Security Operations Platform

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

**Price Proposal**

Respondent: \_\_\_\_\_ Elastic \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_Service Category: **Service Category 7: Security Operations Platform**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
<b>Elastic Flex Consulting Services</b>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<b>Elastic Basic Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
<b>Elastic Standard Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
<b>Elastic Professional Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_Service Category: **Service Category 3: Endpoint Detection and Response**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint

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

Name	Description	Price	Unit
<b>Elastic Flex Consulting Services</b>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<b>Elastic Basic Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
<b>Elastic Standard Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
<b>Elastic Professional Annual Training Subscription</b>	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: ElasticSolution Proposed: ElasticService Category: **Service Category 7: Security Operations Platform**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

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

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

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumption: 30 Days Retention		



Palo Alto Networks, Cat 7 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector, LLC \_

Solution Proposed: \_\_ Palo Alto Networks Cortex XSIAM \_\_\_\_\_

Service Category: Service Category 7: Security Operations Platform

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: \_\_\_\_\_

Solution Proposed: \_CrowdStrike\_\_\_\_\_

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

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

**Price Proposal Respondent:**

Solution Proposed: \_CrowdStrike\_

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

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

## Palo Alto Networks, Cat 10 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector, LLC \_

Solution Proposed: \_ Palo Alto Networks Prisma Access \_

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

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

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

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

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



## Palo Alto Networks, Cat 11 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector, LLC \_

Solution Proposed: \_ Palo Alto Networks Prisma Cloud \_

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

Note: Example of not to exceed pricing is 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:

\_\_\_\_\_Axonius\_\_\_\_\_

Solution Proposed: Axonius

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

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

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

## Price Proposal

Respondent: Armis, Inc.

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: <u>[500]</u> - <u>[10,000]</u>	\$26.58	Per Asset
Tier 2: <u>[10,001]</u> - <u>[25,000]</u>	\$17.72	Per Asset
Tier 3: <u>[25,001]</u> - <u>[100,000]</u>	\$11.81	Per Asset
Tier 4: <u>[100,001]</u> - <u>[500,000]</u>	\$7.88	Per Asset
Tier 5: <u>[500,001]</u> - <u>[1,000,000]</u>	\$5.52	Per Asset
Tier 6: <u>[1,000,001]</u> - <u>[1,300,000]</u>	\$3.50	Per Asset
Tier 7: <u>[1,300,001]</u> - <u>_____</u> + <u>_____</u>	\$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	\$2,790.00	Per Site Tier

	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		
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	\$6,390.00	Per Site Tier

	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		
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	\$22,500.00	Per Site Tier

	to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted		
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	\$51,300.00	Per Site Tier

	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		
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	\$46,350.00	Per Site Tier



	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		
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	\$64,980.00	Per Site Tier

	to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted		
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	\$8,550.00	Per Site Tier

	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.		
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	\$25,650.00	Per Site Tier

	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.		
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	\$23,130.00	Per Site Tier

	Network Ports included and asset cap of 3,000 assets unless otherwise noted.		
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	\$34,560.00	Per Site Tier

	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.		
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	\$55,620.00	Per Site Tier

	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.		
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.	Custom	Per Site Tier

	Network Ports included and asset cap to be defined		
On-Site Resident Engineer/Architect	<p>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.</p> <p>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).</p> <p>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.</p>	\$517,500.00	Per Resource
Remote Resident Engineer/Architect	<p>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.</p> <p>As per customer needs, this resource will fit either an Architect or</p>	\$432,000.00	Per Resource



	<p>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).</p> <p>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.</p>		
Platinum Support	<p>Armis Platinum Services delivers advanced services capabilities for scaled deployments. Services include: Designated Technical Account Manager (TAM), Private / Dedicated Training Classes, Implementation Design &amp; 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</p>	\$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.	\$81,000.00	Per Asset Band

	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.		
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	\$117,000.00	Per Asset Band

	maliciously at any particular moment.		
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	\$270,000.00	Per Asset Band

	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.		
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 for Intelligence 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	\$540,000.00	Per Asset Band

	maliciously at any particular moment.		
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	\$162,000.00	Per Asset Band

	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.		
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	\$207,000.00	Per Asset Band

	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.		
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	\$288,000.00	Per Asset Band



	used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.		
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	\$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	\$450,000.00	Per Asset Band

	threats for a specific tenant.		
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	Custom	Per Asset Band

	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.		
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	\$60,750.00	Per Asset Band

	lake which provides detailed profiles on asset behavior and also appends missing information on the asset.		
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	\$87,750.00	Per Asset Band

	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.		
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	\$168,750.00	Per Asset Band

	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.		
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	Custom	Per Asset Band



	asset behavior and also appends missing information on the asset.		
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
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Price Proposal

Respondent: \_\_\_\_Axonius\_\_\_\_\_

Solution Proposed: Axonius

Service Category: Service Category 13: Vulnerability Assessment and Management

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

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

## Price Proposal

Respondent: \_\_\_\_\_

Solution Proposed: \_CrowdStrike\_\_\_\_\_

Service Category: Service Category 13: Vulnerability Assessment and Management

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1



Palo Alto Networks, Cat 13 Price Proposal

Respondent: \_\_ Palo Alto Networks Public Sector, LLC \_\_

Solution Proposed: \_ Palo Alto Networks Cortex XSIAM \_\_

Service Category: Service Category 13: Vulnerability Assessment and Management

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: \_\_\_\_\_

Solution Proposed: \_CrowdStrike\_\_\_\_\_

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

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
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: \_\_\_\_\_ Dataminr \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ Pulse for Cyber Risk \_\_\_\_\_

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

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

Tier	Price	Unit
Dataminr Pulse for Cyber Risk Base Package - Agency (State of Florida) Up to: - 5 Individual Users Accounts -10 Core Entities (Digital Risk & Third Party Risk alerting) -10 Domain Impersonation & Leaked Credential Entities - 1 API/Connector	\$123,500	\$123,500
Dataminr Pulse for Cyber Risk Base Package Enterprise (State of Florida) Up to: - 500 Individual Users Accounts - 5,000 Core Entities (Digital Risk & Third Party Risk alerting) -100 Domain Impersonation & Leaked Credential Entities - Enterprise API/Connector (up to 50)	\$1,500,000	\$30,000

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

Name	Description	Price	Unit
100 Additional Core Entities (Digital Risk & Third Party Risk alerting) (State of Florida)		\$35,625	\$356
1,000 Additional Core Entities (Digital Risk & Third Party Risk alerting) (State of Florida)		\$106,875	\$107
5,000 Additional Core Entities (Digital Risk & Third Party Risk alerting)(State of Florida)		\$285,000	\$57
15,000 Additional Core Entities (Digital Risk & Third Party Risk alerting) (State of Florida)		\$427,500	\$29
Domain Impersonation & Leaked Credentials (DI & LC) coverage for an additional 10 core entities (State of Florida)		\$3,500	\$350
Additional API Connector (State of Florida) - 1 Application		\$85,500	\$85,500

Palo Alto Networks, Cat 14 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector, LLC \_

Solution Proposed: \_ Palo Alto Networks Cortex XSOAR \_

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

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

Tiered, not to exceed pricing for initial term:

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

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

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

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

**Price Proposal Respondent:**

Solution Proposed: \_CrowdStrike\_

Service Category: Service Category 15: Data Security

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1



CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1

Palo Alto Networks, Cat 15 Price Proposal

Respondent: \_ Palo Alto Networks Public Sector LLC \_

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

Service Category: Service Category 15: Data Security

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

Tiered, not to exceed pricing for initial term:

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





Price Proposal

Respondent: \_\_\_\_\_

Solution Proposed: \_CrowdStrike\_\_\_\_\_

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

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

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

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

Name	Description	Price	Unit
CrowdStrike University Training	CrowdStrike University Training Credit (Training will be sized per case)	\$475.00 USD	1
CrowdStrike Operational Support	Fixed Price – Operational Support Per Week	\$14,250.00 USD	1
CrowdStrike Mobile Security	Falcon for Mobile Standard on Gov Cloud	\$26.64 USD	1
CrowdStrike CID	Falcon Complete: Additional CID	\$12,920	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$427.50 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$403.75 USD	1

CrowdStrike Professional Services	Retainer Fee	\$2,375.00	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$380.00 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Professional Services	Professional Services - Custom Retainer	\$375.25 USD	1
CrowdStrike Retainer	CrowdStrike Retainer Fee for Professional Services	\$2,375.00 USD	1
CrowdStrike Falcon Spotlight	CrowdStrike Falcon® Spotlight offers security teams a real-time assessment of vulnerability exposure on their endpoints that is always current.	\$37.15 USD	1
CrowdStrike Falcon Discover	For IT and Security teams who need to identify and track computers and applications on their network, Falcon Discover is the CrowdStrike IT hygiene solution. Falcon Discover monitors and inventories systems, application usage and user account usage in real time.	\$13.46 USD	1
CrowdStrike Overwatch	Falcon Adversary OverWatch delivers the most complete threat hunting capability to rapidly detect advanced cross-domain threats. By leveraging unified visibility across clouds, identities, and endpoints, CrowdStrike effectively hunts threats everywhere and tracks lateral movement between cloud and endpoint.	\$17.95	1
CrowdStrike Identity Threat Protection (Accounts)	Nefarious actors are increasingly utilizing other means to breach environments. This tool is geared specifically to inspect authentication traffic, harden Active Directory, baseline user activity, surface identity-based incidents and	\$44.33 USD	1

	provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.		
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles, dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.	\$46.84 USD	1
CrowdStrike Falcon Complete Service	CrowdStrike Falcon® Complete is the #1 managed detection and response (MDR) leader and pioneer — delivering 24/7 expert-led protection worldwide with investigation of every alert (low/medium/high/critical) and the industry's only active, hands-on remediation capability capable of carrying out the entire response for you, including full cleanup without costly reimaging or downtime.	Price is available depending on modules selected.	1
CrowdStrike Cloud Security	Falcon Cloud Security is the industry's only unified agent and agentless platform for complete code to cloud protection.	Price is available depending on modules selected.	1



## Price Proposal

Respondent: \_\_\_\_\_ Elastic \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

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

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

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: ElasticSolution Proposed: ElasticService Category: **Service Category 3: Endpoint Detection and Response**Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Extra Small - 200 Endpoints	\$31,000	\$150.00/Endpoint
Small - 1000 Endpoints	\$49,000	\$35.00/Endpoint
Medium - 5,000 Endpoints	\$134,000	\$16.60/Endpoint
Large - 10,000 Endpoints	\$211,000	\$14.00/Endpoint

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

Name	Description	Price	Unit
<a href="#">Elastic Flex Consulting Services</a>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<a href="#">Elastic Basic Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
<a href="#">Elastic Standard Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
<a href="#">Elastic Professional Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic**

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Service Category: **Service Category 7: Security Operations Platform**

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

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumptions = 30 Days Retention, 60/40 Windows/Linux Split		

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

Name	Description	Price	Unit
<a href="#">Elastic Flex Consulting Services</a>	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
<a href="#">Elastic Basic Annual Training Subscription</a>	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user

Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1)named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Respondent: \_\_\_\_\_ **Elastic** \_\_\_\_\_

Solution Proposed: \_\_\_\_\_ **Elastic** \_\_\_\_\_

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Extra Small - 50GB/Day	\$23,000	\$800.00/GB
Small - 250GB/Day	\$45,000	\$748.00/GB
Medium - 500GB/Day	\$73,000	\$580.00/GB
Large - 1.5TB/Day	\$146,000	\$430.67/GB
*Assumption: 30 Days Retention		

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

Name	Description	Price	Unit
Elastic Flex Consulting Services	Consulting Services: Flex Consulting (1 Consulting Day - minimum quantity of 4)	\$13,200	\$3,300/Day
Elastic Basic Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	\$3,950	\$3,950/year/per named user
Elastic Standard Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Standard Annual Training Subscription	\$5,000	\$5,000/year/per named user
Elastic Professional Annual Training Subscription	Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	\$6,150	\$6,150/year/per named user

Palo Alto Networks, Cat 16 Price Proposal

Respondent: \_\_ Palo Alto Networks Public Sector, LLC \_\_

Solution Proposed: Palo Alto Networks Cortex XSIAM \_\_

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

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

Tiered, not to exceed pricing for initial term:

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

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

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