Exhibit B

Price Proposal

Respondent: Palo Alto Networks Public Sector, LLC

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

Service Category: Category 2

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

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

Tier	Price	Unit
Small NGFW IoT Subscription	$332	1.7 Gbps throughput
Medium NGFW IoT Subscription	$11,130	14 Gbps throughput
Large NGFW IoT Subscription	$28,953	53.7 Gbps throughput

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

Price Proposal

Respondent: Palo Alto Networks Public Sector LLC

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

Service Category: Category 3

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

Tiered, not to exceed pricing for <u>initial</u> term:

Tier	Price	Unit
Cortex XDR Pro Small	$10,536	200 endpoints
Cortex XDR Pro Medium	$185,938	5000 endpoints
Cortex XDR Pro Large	$681,771	20000 endpoints

Table 1. Volume Pricing Logic - per Cortex XDR Pro Endpoint Tenant

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

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$4,363	200
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$65,450	5000
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$239,983	20000

Price Proposal

Respondent: Palo Alto Networks Public Sector LLC

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

Service Category: Category 3

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

Tiered, not to exceed pricing for <u>**initial**</u> term:

Tier	Price	Unit
Cortex XDR Pro Small	$10,536	200 endpoints
Cortex XDR Pro Medium	$185,938	5000 endpoints
Cortex XDR Pro Large	$681,771	20000 endpoints

Table 1. Volume Pricing Logic - per Cortex XDR Pro Endpoint Tenant

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

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$4,363	200
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$65,450	5000
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	$239,983	20000

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Digital Security Solutions

Price Proposal

Respondent: Palo Alto Networks Public Sector, LLC

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

Service Category: 4

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

Tiered, not to exceed pricing for <u>**initial**</u> term:

Tier	Price	Unit
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$69,792	1000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$211,979	25000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	$448,958	100000

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

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

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

Name	Description	Price	Unit
Customer Success Small	Domain expert providing post-sales engagement and guidance for PANW products	$24,567	Annual
Customer Success Medium	Domain expert providing post-sales engagement and guidance for PANW products	$74,617	Annual
Customer Success Large	Domain expert providing post-sales engagement and guidance for PANW products	$158,033	Annual

Price Proposal

Respondent: Palo Alto Networks Public Sector, LLC

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

Service Category: 7

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

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

Tier	Price	Unit
Small	$178,334 annually	1000 knowledge workers - 100 GB
Medium	$796,772 annually	5000 knowledge workers - 500 GB
Large	$4,366,043 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: Palo Alto Networks Public Sector, LLC

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

Service Category: 7

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

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

Tier	Price	Unit
Small	$178,334 annually	1000 knowledge workers - 100 GB
Medium	$796,772 annually	5000 knowledge workers - 500 GB
Large	$4,366,043 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: Palo Alto Networks Public Sector, LLC

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

Service Category: 10
Note: Example of **not to exceed pricing** is below. The attached SKU list will be utilized in all responses to RFQ's from the agencies. Specific configurations requested from the agency will determine exact SKU and quantities needed. The attached file reflects **not to exceed**, although at the individual agency request, additional discounts are available. As new products or features are introduced, the file will reflect the changes.

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

Tier	Price	Unit
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$81,260	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	$249,698	1000 users
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$755,969	5000 users

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

Price Proposal

Respondent: Palo Alto Networks Public Sector, LLC

Solution Proposed: Palo Alto Networks Prisma Cloud

Service Category: 11

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

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

Tier	Price	Unit
Prisma Cloud Enterprise Edition includes the complete Cloud Native Application Protection Platform (CNAPP) solution including Cloud Code Security, CSPM, CWPP, CNS, CIEM, Data Security & Web App/API Security. It also includes Prisma Cloud Standard Success.	$30,625	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.	$168,750	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.	$365,625	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: Palo Alto Networks Public Sector, LLC

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

Service Category: 13

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

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

Tier	Price	Unit
Small	$178,334 annually	1000 knowledge workers - 100 GB
Medium	$796,772 annually	5000 knowledge workers - 500 GB
Large	$4,366,043 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: Palo Alto Networks Public Sector, LLC

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

Service Category: 14

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

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

Tier	Price	Unit
XSOAR starter (XSOAR only without TIM, 2 named users) for Enterprise.	$110,677	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	$38,958	

Price Proposal

Respondent: Palo Alto Networks Public Sector LLC

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

Service Category: 15

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

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

Tier	Price	Unit
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	$87,760	200 users
Cortex XDR Pro Small	$10,526	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.	$30,625	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	$274	Up to 1.7 Gbps throughput

Price Proposal

Respondent: Palo Alto Networks Public Sector, LLC

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

Service Category: 16

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

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

Tier	Price	Unit
Small	$178,334 annually	1000 knowledge workers - 100 GB
Medium	$796,772 annually	5000 knowledge workers - 500 GB
Large	$4,366,042 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:

Amdocs _____

Solution Proposed: SEPIO_____

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

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

Tier	Price	Unit
1	$41,667	1,000

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

Name	Description	Price		Unit
Junior Engineer – Offshore	1-3 yrs experience	$	48	Hourly
Engineer – Offshore	3-5 yrs experience	$	55	Hourly
Senior Engineer – Offshore	5-7 yrs experience	$	59	Hourly
Lead Engineer – Offshore	7-9 yrs experience	$	70	Hourly
Principal / Architect - Offshore	9-12 yrs experience	$	83	Hourly
Sec. Project Manager - Offshore	10-15 yrs of experience	$	80	Hourly

Name	Description	Price		Unit
Junior Engineer – U.S.A.	1-3 yrs experience	$	202	Hourly
Engineer – U.S.A.	3-5 yrs experience	$	220	Hourly
Senior Engineer – U.S.A.	5-7 yrs experience	$	238	Hourly
Lead Engineer – U.S.A.	7-9 yrs experience	$	257	Hourly
Principal / Architect – U.S.A.	9-12 yrs experience	$	275	Hourly
Sec. Project Manager - U.S.A	10-15 yrs of experience	$	267	Hourly

Price Proposal Respondent:

Amdocs _____ Solution

Proposed: IronScales_____ Service

Category: Service Category 5: Email Security

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

Tier	Price	Unit
1	$3,438	1,000

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

Name	Description	Price		Unit
Junior Engineer – Offshore	1-3 yrs experience	$	48	Hourly
Engineer – Offshore	3-5 yrs experience	$	55	Hourly
Senior Engineer – Offshore	5-7 yrs experience	$	59	Hourly
Lead Engineer – Offshore	7-9 yrs experience	$	70	Hourly
Principal / Architect - Offshore	9-12 yrs experience	$	83	Hourly
Sec. Project Manager - Offshore	10-15 yrs experience	$	80	Hourly

Name	Description	Price		Unit
Junior Engineer – U.S.A.	1-3 yrs experience	$	202	Hourly
Engineer – U.S.A.	3-5 yrs experience	$	220	Hourly
Senior Engineer – U.S.A.	5-7 yrs experience	$	238	Hourly
Lead Engineer – U.S.A.	7-9 yrs experience	$	257	Hourly
Principal / Architect – U.S.A.	9-12 yrs experience	$	275	Hourly
Sec. Project Manager - U.S.A	10-15 yrs experience	$	267	Hourly

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Digital Security Solutions

Price Proposal

Respondent: Amdocs _____

Solution Proposed: SailPoint ISC & CyberArk P-Cloud_____

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

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

Tier	Price	Unit
1 – SailPoint	$182,292	1,000
1 - CyberArk	$182,292	1,000

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price		Unit
Junior Engineer – Offshore	1-3 yrs experience	$	48	Hourly
Engineer – Offshore	3-5 yrs experience	$	55	Hourly
Senior Engineer – Offshore	5-7 yrs experience	$	59	Hourly
Lead Engineer – Offshore	7-9 yrs experience	$	70	Hourly
Principal / Architect - Offshore	9-12 yrs experience	$	83	Hourly
Sec. Project Manager - Offshore	10-15 yrs experience	$	80	Hourly

Name	Description	Price		Unit
Junior Engineer – U.S.A.	1-3 yrs experience	$	202	Hourly
Engineer – U.S.A.	3-5 yrs experience	$	220	Hourly
Senior Engineer – U.S.A.	5-7 yrs experience	$	238	Hourly
Lead Engineer – U.S.A.	7-9 yrs experience	$	257	Hourly
Principal / Architect – U.S.A.	9-12 yrs experience	$	275	Hourly
Sec. Project Manager - U.S.A	10-15 yrs experience	$	267	Hourly

Price Proposal Respondent: Amdocs

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Solution Proposed: InTune_____

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

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

Tier	Price	Unit
1	$15,000	1,000

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

Name	Description	Price	Unit
Junior Engineer – Offshore	1-3 yrs experience	$ 48	Hourly
Engineer – Offshore	3-5 yrs experience	$ 55	Hourly
Senior Engineer – Offshore	5-7 yrs experience	$ 59	Hourly
Lead Engineer – Offshore	7-9 yrs experience	$ 70	Hourly
Principal / Architect - Offshore	9-12 yrs experience	$ 83	Hourly
Sec. Project Manager - Offshore	10-15 yrs experience	$ 80	Hourly

Name	Description	Price	Unit
Junior Engineer – U.S.A.	1-3 yrs experience	$ 202	Hourly
Engineer – U.S.A.	3-5 yrs experience	$ 220	Hourly
Senior Engineer – U.S.A.	5-7 yrs experience	$ 238	Hourly
Lead Engineer – U.S.A.	7-9 yrs experience	$ 257	Hourly
Principal / Architect – U.S.A.	9-12 yrs experience	$ 275	Hourly
Sec. Project Manager - U.S.A	10-15 yrs experience	$ 267	Hourly

Price Proposal Respondent:

Amdocs _____

Solution Proposed: ManageEngine_____

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

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

Tier	Price	Unit
1	$10,448	10

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

Name	Description	Price	Unit
Junior Engineer – Offshore	1-3 yrs experience	$ 48	Hourly
Engineer – Offshore	3-5 yrs experience	$ 55	Hourly
Senior Engineer – Offshore	5-7 yrs experience	$ 59	Hourly
Lead Engineer – Offshore	7-9 yrs experience	$ 70	Hourly
Principal / Architect - Offshore	9-12 yrs experience	$ 83	Hourly
Sec. Project Manager - Offshore	10-15 yrs experience	$ 80	Hourly

Name	Description	Price	Unit
Junior Engineer – U.S.A.	1-3 yrs experience	$ 202	Hourly
Engineer – U.S.A.	3-5 yrs experience	$ 220	Hourly
Senior Engineer – U.S.A.	5-7 yrs experience	$ 238	Hourly
Lead Engineer – U.S.A.	7-9 yrs experience	$ 257	Hourly
Principal / Architect – U.S.A.	9-12 yrs experience	$ 275	Hourly
Sec. Project Manager - U.S.A	10-15 yrs experience	$ 267	Hourly