

Exhibit B

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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

Insight Public Sector, Inc. Service Hourly Rates

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Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310

Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Fortinet

Solution Proposed: Fortinet FortiClient/EMS FortiNAC

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

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

Tier	Price	Unit
100 Endpoints	\$ 1,940.40	FortiNAC Endpoint Pack
1000 Endpoints	\$ 12,523.50	FortiNAC Endpoint Pack
10000 Endpoints	\$ 63,360.00	FortiNAC Endpoint Pack
50000 Endpoints	\$ 250,272.00	FortiNAC Endpoint Pack
VM	\$ 3,049.20	Per FortiNAC Instance
VM Support	\$ 609.84	Per FortiNAC Instance
25-pack	\$ 1,283.40	FortiClient Endpoint Pack
500-pack	\$ 13,230.00	FortiClient Endpoint Pack
2000-pack	\$ 44,550.00	FortiClient Endpoint Pack
10000-pack	\$ 181,440.00	FortiClient Endpoint Pack
25-999 Endpoints	\$ 2,700.00	FortiClient Endpoint Pack
1000-9999 Endpoints	\$ 5,400.00	FortiClient Endpoint Pack
10000+ Endpoints	\$ 10,800.00	FortiClient Endpoint Pack

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

Name	Description	Price	Unit
FortiNAC Manager Extended VM	FortiNAC Manager Extended VM FortiNAC Manager next-gen VM Server (Vmware or Hyper-V)	\$3,049.20	Per Instance
FortiNAC Manager Extended VM FortiCare Premium Support	FortiNAC Manager Extended VM 1 Year FortiCare Premium Support	\$609.84	Per Instance
FortiNAC Resource Service	FortiNAC Resource Service Per Day Charge for FortiNAC PS Resource Service (FortiCare Contract)	\$2,970.00	Per Day

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiNAC Training - 3 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortinac</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortinac&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$2,610.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiNAC Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortinac</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$270.00	Per Student
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiClient EMS Administrator Training - 2 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forticlient-ems-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=forticlient_ems_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$1,710.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiClient EMS Administrator Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forticlient-ems-administrator</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$270.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$360.00	Per Student

Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$1,440.00	Per Student
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$39,847.50	Per Instance
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet</p>	\$855.00	Per Student

	- Price includes lab access and course material (Lab and Study guides). Exam voucher not included		
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$63.00	Per Student
FortiManager-VM Subscription License with Support Subscription license for 10 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	FortiManager-VM Subscription License with Support 1 Year Subscription license for 10 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	\$363.17	Per Instance
FortiManager-VM Subscription License with Support Subscription license for 100 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	FortiManager-VM Subscription License with Support 1 Year Subscription license for 100 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	\$2,905.11	Per Instance
FortiManager-VM Subscription License with Support Subscription license for 1000 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	FortiManager-VM Subscription License with Support 1 Year Subscription license for 1000 devices/vdoms managed by FortiManager VM S-series, including FortiCare Premium.	\$25,411.84	Per Instance

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiManager Administrator Training - 2 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortimanager-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortimanager_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$1,710.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiManager Administrator Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortimanager-administrator</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$99.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: SentinelOne

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

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

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

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

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

Add-On Services (OPTIONAL) for initial term:

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

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

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

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Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: ____ Cisco Systems _____

Solution Proposed: _____ Cisco Identity Services Engine _____

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

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

Tier	Price	Unit
Cisco ISE Premier for 100 to 999 Endpoints	13.23	Per Endpoint per 12 months
Cisco ISE Premier for 1,000 to 4,999 Endpoints	11.70	Per Endpoint per 12 months
Cisco ISE Premier for more than 5,000 Endpoints	8.00	Per Endpoint per 12 months

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

Name	Description	Price	Unit
L-ISE-TACACS-ND=SA	Cisco ISE Device Admin Node License	6392.18	Single Node/Server 100&1000
SNS-3715-K9	Small Secure Network Server for ISE Applications	11813.00	Single Node/100 & 1000
CON-SNT-SN3715K9	SNTC-8X5XNBD Small Secure Network Server for ISE App	1638.00	Smart Net 12 month 100 & 10000
SNS-HD600G10K12NM6	600GB 12G SAS 10K RPM SFF HDD	722.19	Hard Drive 100 & 1000
L-ISE-TACACS-ND=SA	Cisco ISE Device Admin Node License	6392.18	Single Node/Server 5000
SNS-3755-K9	Medium Secure Network Server for ISE Applications	26882.00	Single Node 5000
CON-SNT-SN3755K9	SNTC-8X5XNBD Medium Secure Network Server for ISE Ap	4453.26	Smart Net 12 month 5000

SNS- HD600G10K12NM6	600GB 12G SAS 10K RPM SFF HDD	722.19	Hard Drive 5000

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Business Analyst	\$205
Sr Business Analyst	\$235
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Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: ____ Fortinet _____

Solution Proposed: Fortinet FortiNAC

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

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

Tier	Price	Unit
100 Endpoints	\$ 1,940.40	FortiNAC Endpoint Pack
1000 Endpoints	\$ 12,523.50	FortiNAC Endpoint Pack
10000 Endpoints	\$ 63,360.00	FortiNAC Endpoint Pack
50000 Endpoints	\$ 250,272.00	FortiNAC Endpoint Pack
VM	\$ 3,049.20	Per Instance
VM Support	\$ 609.84	Per Instance

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiNAC Manager Extended VM	FortiNAC Manager Extended VM FortiNAC Manager next-gen VM Server (Vmware or Hyper-V)	\$ 3,049.20	Per Instance
FortiNAC Manager Extended VM FortiCare Premium Support	FortiNAC Manager Extended VM 1 Year FortiCare Premium Support	\$ 609.84	Per Instance
FortiNAC Resource Service	FortiNAC Resource Service Per Day Charge for FortiNAC PS Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiNAC Training - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortinac - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortinac&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiNAC Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortinac - Price includes lab access and lab guide.	\$ 270.00	Per Student

	Study guide, exam voucher and instructor facilitation not included		
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student
FortiAnalyzer-VM Subscription License with Support	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance

FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day -Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student

Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 63.00	Per Student
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310

Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205

Sr Business Analyst	\$235
Business Architect	\$260

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

Zero Trust Device Segmentation	\$108,000.00	Per Site Per Year
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Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-RM-1	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$50.00	\$45.00
ZS-RM-2	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$95.00	\$85.50
ZS-RM-3	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$135.00	\$121.50
ZS-RM-UVM	Per User / Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.00	\$45.00
ZT-WKLD-GB-STD	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) (Per Year / Per GB of monthly traffic)	\$6.00	\$5.40
ZT-WKLD-GB-ADV	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, Private	\$25.00	\$22.50

		Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)		
ZT-WKLD-GB-ADV-PLUS	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	\$37.50	\$33.75
ZT-SDWAN-ADV	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site. (Per Site / Per Year)	\$4,000.00	\$3,600.00
ZT-SDWAN-ADV-PLUS-UPGRADE	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	\$2,000.00	\$1,800.00
ZT-SDWAN-400	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$4,800.00	\$4,320.00
ZT-SDWAN-600	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$7,200.00	\$6,480.00
ZT-SDWAN-800	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$12,000.00	\$10,800.00
ZT-SDWAN-400-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	\$800.00	\$720.00

ZT-SDWAN-600-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	\$3,200.00	\$2,880.00
ZT-SDWAN-800-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	\$8,000.00	\$7,200.00
ZT-SDWAN-DEV	Per Device / Per Year	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	\$100.00	\$90.00
ZT-SDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	\$20.00	\$18.00
ZS-ZPA-1	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes one of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$50.00	\$45.00
ZS-ZPA-2	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$95.00	\$85.50
ZCES-DEP-ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	\$8,000.00	\$7,200.00
ZCES-DEP-ESSPLUS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	\$16,000.00	\$14,400.00
ZCES-DEP-ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units.	\$32,000.00	\$28,800.00

		Targeted for customers with 40,000 users or more.		
ZCES-DEP-ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$72,000.00	\$64,800.00
ZCES-DEP-ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$136,000.00	\$122,400.00
ZCES-PRO-CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	\$300.00	\$270.00
ZCES-EDU-CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU-ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____

Solution Proposed: _____ Cisco Secure Endpoint_____

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
Secure Endpoint Advantage for 100 to 499 users	49.30	Per endpoint per 12 months
Secure Endpoint Advantage for 500 to 999 users	48.00	Per endpoint per 12 months
Secure Endpoint Advantage for 1,000 to 4,999 users	46.37	Per endpoint per 12 months
Secure Endpoint Advantage for 5,000 to 9,999 users	42.60	Per endpoint per 12 months
Secure Endpoint Advantage for over 10,000 users	33.90	Per endpoint per 12 months

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

Name	Description	Price	Unit
Secure MDR for 500 to 999 Endpoints	Managed Detection and Response for Endpoints	69.60	Per Endpoint per 12 months
Secure MDR for 1,000 to 4,999 Endpoints	Managed Detection and Response for Endpoints	55.20	Per Endpoint per 12 months
Secure MDR for 5,000 to 9,999 Endpoints	Managed Detection and Response for Endpoints	52.50	Per Endpoint per 12 months
Secure MDR for over 10,000 Endpoints	Managed Detection and Response for Endpoints	49.85	Per Endpoint per 12 months

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Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiEDR

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Price	Unit
25-pack	\$ 1,800.00	Endpoint Pack
500-pack	\$ 24,750.00	Endpoint Pack
2,000-pack	\$ 84,600.00	Endpoint Pack
10,000-pack	\$ 270,000.00	Endpoint Pack
Up to 500 endpoints	\$ 2,925.00	Endpoint Pack
501 to 1,000 endpoints	\$ 5,850.00	Endpoint Pack
1,001 to 3,000 endpoints	\$ 10,350.00	Endpoint Pack
3,001 to 10,000 endpoints	\$ 18,900.00	Endpoint Pack
10,001 to 30,000 endpoints	\$ 27,000.00	Endpoint Pack
30,001 or more endpoints	\$ 1,755.00	Endpoint Pack

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 25 endpoints	FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) 1 Year FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 25 endpoints	\$ 2,587.50	Endpoint Pack
FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 500 endpoints	FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) 1 Year FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 500 endpoints	\$ 40,500.00	Endpoint Pack
FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 2,000 endpoints	FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) 1 Year FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 2,000 endpoints	\$ 147,600.00	Endpoint Pack

FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 10,000 endpoints	FortiEDR Discover, Protect & Respond and Standard MDR (100 seats MOQ) 1 Year FortiEDR Discover, Protect & Respond and Standard MDR Cloud Subscription and FortiCare Premium for 10,000 endpoints	\$ 585,000.00	Endpoint Pack
FortiEDR Repository Storage FortiEDR addon for EDR suite - additional 512GB data retention storage	FortiEDR Repository Storage 1 Year FortiEDR addon for EDR suite - additional 512GB data retention storage	\$ 4,698.00	Per Instance
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
FortiEDR professional services day	FortiEDR professional services day FortiEDR professional services day offers customized enhanced platform settings and training to augment the generic mandatory EDR deployment/jump-start services. Requires SOW.	\$ 1,755.00	Per Day
FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 1K endpoints	FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 1K endpoints	\$ 5,850.00	Endpoint Pack
FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 3K endpoints	FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 3K endpoints	\$ 10,350.00	Endpoint Pack
FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 10K endpoints	FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 10K endpoints	\$ 18,900.00	Endpoint Pack
FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 30K endpoints	FortiEDR JumpStart Remote FortiEDR jumpstart support service - up to 30K endpoints	\$ 27,000.00	Endpoint Pack
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance

FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/statisticspage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day - Course description: https://training.fortinet.com/local/statisticspage/view.php?page=library_fortianalyzer-analyst - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student

Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/statpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/statpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student

Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

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Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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

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

Table – Volume Pricing Logic per Cortex XDR Pro Endpoint Tenant

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

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

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

Insight Public Sector, Inc. Service Hourly Rates

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By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Proofpoint Price Proposal

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - F-Secure- V (Virtual)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 41,587.83	Fixed Price for Tier
501-750	\$ 57,638.39	Fixed Price for Tier
751-1000	\$ 74,073.04	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- S (SaaS)

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- V

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 48,036.75	Fixed Price for Tier
501-750	\$ 61,154.06	Fixed Price for Tier
751-1000	\$ 78,148.43	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Implementation and Training

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise DLP (US-Only Deployment) - S

** Minimum purchase of \$30,000.00

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 185.69	PPU
501-750	\$ 161.36	PPU
751-1000	\$ 146.79	PPU
1001-2500	\$ 130.08	PPU
2501-5000	\$ 112.10	PPU
5001-10000	\$ 103.99	PPU
10001-20000	\$ 97.54	PPU
20001-50000	\$ 91.09	PPU
50001-100000	\$ 85.71	PPU
100001-200000	\$ 81.02	PPU
200001-999999999	\$ 77.11	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense Platform Bundle (PFPT ITD - Spotlight + PFPT ITD - Shadow)

**Minimum purchase of \$60,000 required

Service Category: Service Category 15: Data Security

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense - Spotlight

Description: Proofpoint Spotlight continuously discovers and enables automatic remediation of identity and lateral movement risks and includes Identity Threat Defense Platform's central management platform. Sold per Endpoint.

**Minimum purchase amount of \$60,000.00 required

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Tessian Full Platform - S

Description: Tessian Full Platform includes Misdirected Email Protection, Email Exfiltration Protection, Defender, Investigate and Respond, and Abuse Mailbox Response - SaaS - 12 months

****Minimum purchase of \$6,000 required****

Service Category: Service Category 5: Email Security

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

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

Add-On Services (OPTIONAL) for initial term:

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-1000	\$ 54,696.27	Fixed Price for Tier
1001-2500	\$ 62,510.03	Fixed Price for Tier

2501-5000	\$ 25.41	PPU
5001-10000	\$ 21.50	PPU
10001-20000	\$ 18.57	PPU
20001-50000	\$ 16.61	PPU
50001-100000	\$ 14.66	PPU
100001-200000	\$ 12.71	PPU
200001-1000000	\$ 10.75	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense – Initial Configuration

Description: Initial Configuration

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

Service Category: Service Category 3: Endpoint Detection and Response

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Service for Enterprise DLP Bundle

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

****Minimum purchase of \$132,000.00 required**

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$0.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Description: Regulatory Compliance, Digital Asset Security - SaaS

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 3,078.59	Fixed Price for Tier
501-750	\$ 4,361.34	Fixed Price for Tier
751-1000	\$ 5,536.57	Fixed Price for Tier

1001-2500	\$ 5.26	PPU
2501-5000	\$ 4.43	PPU
5001-10000	\$ 4.36	PPU
10001-20000	\$ 4.29	PPU
20001-50000	\$ 4.15	PPU
50001-100000	\$ 4.08	PPU
100001-200000	\$ 4.02	PPU
200001-999999999	\$ 3.88	PPU

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase amount of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) - SaaS

**Minimum purchase amount of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	74.77	PPU
501-750	62.35	PPU
751-1000	53.46	PPU

1001-2500	46.72	PPU
2501-5000	41.54	PPU
5001-10000	37.43	PPU
10001-20000	34.01	PPU
20001-50000	31.18	PPU
50001-100000	28.73	PPU
100001-200000	26.68	PPU
200001-999999999	24.92	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-2500	\$ 18,324.94	PPU

Respondent: Proofpoint, Inc.

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

Description: PFPT TAP Account Takeover (up to 1,000 monthly user activities) (US-Only Deployment)

**Minimum purchase amount of \$6,000.00 required

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

Description: Captures users' activity (metadata) across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 331.42	PPU
501-750	\$ 276.16	PPU
751-1000	\$ 236.73	PPU
1001-2500	\$ 207.14	PPU
2501-5000	\$ 184.11	PPU
5001-10000	\$ 165.72	PPU
10001-20000	\$ 150.64	PPU
20001-50000	\$ 138.08	PPU
50001-100000	\$ 127.46	PPU
100001-200000	\$ 118.34	PPU
200001-999999999	\$ 110.48	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 1,358.00	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 10.78	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 3,880.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Security Awareness - Gold

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$ 24,250.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PSAT - Enterprise vr.2

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

****Minimum purchase of \$3,000.00 required**

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-250	\$ 61.33	PPU
251-500	\$ 61.33	PPU
501-750	\$ 50.18	PPU
751-1000	\$ 48.58	PPU
1001-2000	\$ 37.96	PPU

2001-2500	\$ 34.17	PPU
2501-5000	\$ 30.37	PPU
5001-10000	\$ 25.41	PPU
10001-20000	\$ 22.39	PPU
20001-50000	\$ 20.15	PPU
50001-100000	\$ 17.42	PPU
100001-200000	\$ 14.60	PPU
200001-999999999	\$ 13.04	PPU

Respondent: Proofpoint, Inc.

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

Description: Proofpoint Misdirected Email Protection automatically prevents accidental data loss from misdirected emails and miss attached files, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

**Minimum purchase of \$6,000.00 required

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email Exfiltration Protection - S - Regular Users

Description: PFPT Email Exfiltration Protection prevents data exfiltration via email to employee personal, unauthorized and non-business accounts, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

**Minimum purchase of \$6,000.00 required

Service Category: Service Category 5: Email Security

Service Category: Service Category 15: Data Security

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

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

Insight Public Sector, Inc. Service Hourly Rates

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Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: SentinelOne

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

Service Category: Service Category 3 - Endpoint Detection and Response

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

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

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

Add-On Services (OPTIONAL) for initial term:

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

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

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

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By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Trellix

Solution Proposed: Trellix Advanced Endpoint Security with Forensics

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
B	\$87.43 per unit	251 to 1000
C	\$77.33 per unit	1001 to 2000
D	\$67.25 per unit	2001 to 5000
E	\$62.88 per unit	5001 to 10000
F	\$60.52 per unit	10001+

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

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Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Fortinet

Solution Proposed: Fortinet FortiRECON

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

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

Tier	Price	Unit
Up to 500	\$ 41,400.00	Monitored Asset Pack
Up to 1000	\$ 51,750.00	Monitored Asset Pack
Up to 2000	\$ 74,520.00	Monitored Asset Pack
Up to 10 000	\$ 207,000.00	Monitored Asset Pack
Up to 50 000	\$ 595,125.00	Monitored Asset Pack
Up to 100 000	\$ 724,500.00	Monitored Asset Pack
Up to 250 000	\$ 1,035,000.00	Monitored Asset Pack
Up to 500 000	\$ 1,345,500.00	Monitored Asset Pack
Up to 750 000	\$ 1,552,500.00	Monitored Asset Pack
Up to 1 000 000	\$ 1,966,500.00	Monitored Asset Pack

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiRecon Takedown Service FortiRecon Takedown Service Credits - 5 Takedowns. License must be activated within one year of purchase. Unused Takedown credits expire three years after the date of activation.	FortiRecon Takedown Service FortiRecon Takedown Service Credits - 5 Takedowns. License must be activated within one year of purchase. Unused Takedown credits expire three years after the date of activation.	\$ 1,485.00	Takedown Pack
FortiRecon Takedown Service FortiRecon Takedown Service Credits - 10 Takedowns. License must be activated within one year of purchase. Unused Takedowns credits expire three years after the date of activation.	FortiRecon Takedown Service FortiRecon Takedown Service Credits - 10 Takedowns. License must be activated within one year of purchase. Unused Takedowns credits expire three years after the date of activation.	\$ 2,700.00	Takedown Pack
FortiRecon Takedown Service FortiRecon Takedown Service Credits - 50 Takedowns. License must be activated within one year of purchase. Unused Takedowns credits expire three years after the date of activation.	FortiRecon Takedown Service FortiRecon Takedown Service Credits - 50 Takedowns. License must be activated within one year of purchase. Unused Takedowns credits expire three years after the date of activation.	\$ 11,250.00	Takedown Pack

Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _Google Mandiant_____

Solution Proposed: Mandiant Attack Surface Management

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

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

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

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

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Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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%

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

Insight Public Sector, Inc. Service Hourly Rates

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Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: __Cisco__

Solution Proposed: _____Cisco Secure Email_____

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
Secure Email Cloud Advantage for 100 to 499 users	33.50	Per user per 12 months
Secure Email Cloud Advantage for 500 to 999 users	32.34	Per user per 12 months
Secure Email Cloud Advantage for 1,000 to 4,999 users	30.48	Per user per 12 months
Secure Email Cloud Advantage for 5,000 to 9,999 users	24.68	Per user per 12 months
Secure Email Cloud Advantage for over 10,000 users	23.00	Per user per 12 months

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

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Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Fortinet

Solution Proposed: Fortinet FortiMail/FortiSandbox

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
25 to 100 Mailboxes	\$ 34.02	FortiMail SaaS Per Mailbox
101 to 1000 Mailboxes	\$ 27.41	FortiMail SaaS Per Mailbox
1001 to 5000 Mailboxes	\$ 24.57	FortiMail SaaS Per Mailbox
5001 to 10000 Mailboxes	\$ 19.85	FortiMail SaaS Per Mailbox
10000+ Mailboxes	\$ 17.96	FortiMail SaaS Per Mailbox
Up to 400 Mailboxes	\$ 7,760.43	VM FortiMail Mailbox Pack
Up to 1500 Mailboxes	\$ 18,834.93	VM FortiMail Mailbox Pack
Up to 2000 Mailboxes	\$ 27,684.18	VM FortiMail Mailbox Pack
Up to 3000 Mailboxes	\$ 36,533.43	VM FortiMail Mailbox Pack
Up to 3000 Mailboxes	\$ 55,370.43	VM FortiMail Mailbox Pack
VM count up to max 8 Local and 200 Cloud	\$ 1,488.78	Sandbox VM - Per Instance
VM 8 count Expansion	\$ 5,103.00	Sandbox Expansion Pack
VM count up to max 8 Local and 200 Cloud	\$ 1,488.78	Sandbox VM - Per Instance
VM 8 count Expansion	\$ 5,103.00	Sandbox Expansion Pack

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiMail Cloud Email Continuity Service Email Continuity for FortiMail Cloud (per mailbox, all users require license)	FortiMail Cloud Email Continuity Service 1 Year Email Continuity for FortiMail Cloud (per mailbox, all users require license)	\$ 6.30	Per Mailbox
FortiMail Cloud Content Analysis Service FortiGuard Content Analysis Service for FortiMail Cloud (per mailbox)	FortiMail Cloud Content Analysis Service 1 Year FortiGuard Content Analysis Service for FortiMail Cloud (per mailbox)	\$ 1.80	Per Mailbox
Subscription license with Bundle for FortiMail-VM (2 CPU) Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	Subscription license with Bundle for FortiMail-VM (2 CPU) 1 Year Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	\$ 2,024.10	Per Instance

Subscription license with Bundle for FortiMail-VM (4 CPU) Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	Subscription license with Bundle for FortiMail-VM (4 CPU) 1 Year Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	\$ 4,913.10	Per Instance
Subscription license with Bundle for FortiMail-VM (8 CPU) Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	Subscription license with Bundle for FortiMail-VM (8 CPU) 1 Year Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	\$ 7,221.60	Per Instance
Subscription license with Bundle for FortiMail-VM (16 CPU) Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	Subscription license with Bundle for FortiMail-VM (16 CPU) 1 Year Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	\$ 9,530.10	Per Instance
Subscription license with Bundle for FortiMail-VM (32 CPU) Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	Subscription license with Bundle for FortiMail-VM (32 CPU) 1 Year Cloud Email API connector service (Microsoft 365, Exchange on-premises and Google Gmail) for FortiMail subscription license.	\$ 14,444.10	Per Instance
Subscription license with Bundle for FortiMail-VM (2 CPU) Email Continuity service add-on license. For FortiMail subscription license only.	Subscription license with Bundle for FortiMail-VM (2 CPU) 1 Year Email Continuity service add-on license. For FortiMail subscription license only.	\$ 2,024.10	Per Instance
Subscription license with Bundle for FortiMail-VM (4 CPU) Email Continuity service add-on license. For FortiMail subscription license only.	Subscription license with Bundle for FortiMail-VM (4 CPU) 1 Year Email Continuity service add-on license. For FortiMail subscription license only.	\$ 4,913.10	Per Instance
Subscription license with Bundle for FortiMail-VM (8 CPU) Email Continuity service add-on license. For FortiMail subscription license only.	Subscription license with Bundle for FortiMail-VM (8 CPU) 1 Year Email Continuity service add-on license. For FortiMail subscription license only.	\$ 7,221.60	Per Instance
Subscription license with Bundle for FortiMail-VM (16 CPU) Email Continuity service add-on license. For FortiMail subscription license only.	Subscription license with Bundle for FortiMail-VM (16 CPU) 1 Year Email Continuity service add-on license. For FortiMail subscription license only.	\$ 9,530.10	Per Instance
Subscription license with Bundle for FortiMail-VM (32 CPU) Email Continuity service add-on license. For FortiMail subscription license only.	Subscription license with Bundle for FortiMail-VM (32 CPU) 1 Year Email Continuity service add-on license. For FortiMail subscription license only.	\$ 14,444.10	Per Instance
FortiMail Cloud Deployment QuickStart Service	FortiMail Cloud Deployment QuickStart Service Advanced Deployment Service for FortiMail Cloud	\$ 1,665.00	Per Day

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiMail Administrator Training - 3 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortimail-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortimail_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiMail Administrator Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortimail-administrator</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 175.50	Per Student
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student

Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit
Sandbox VM Expansion 1-pack	Expands FSA-VM00 licenses of Microsoft Windows 10 by 1. Expands FSA-VM00 clone Windows/Linux/Android VM capacity by 1.	\$ 1,275.75	Sandbox Cloud VM OS Expansion

Sandbox VM Expansion 1-pack	Expands FSA license of Windows 10 for FSA VM Appliance. Allows 1 VM clone on Local (including Custom) and Cloud.	\$ 1,275.75	Sandbox Cloud VM OS Expansion
Sandbox VM Expansion 1-pack	Expands FSA license of Windows 11 for FSA VM Appliance. Allows 1 VM clone on Local (including Custom) and Cloud.	\$ 1,275.75	Sandbox Cloud VM OS Expansion
MS Office Sandbox License	Expands FSA (Appliance/VM) licenses of Microsoft Office 2021 by 1.	\$ 2,339.28	Sandbox MS Office Add-on

Insight Public Sector, Inc. Service Hourly Rates

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Architect Sr	\$310
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Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185

Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Proofpoint Price Proposal

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - F-Secure- V (Virtual)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 41,587.83	Fixed Price for Tier
501-750	\$ 57,638.39	Fixed Price for Tier
751-1000	\$ 74,073.04	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- S (SaaS)

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- V

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 48,036.75	Fixed Price for Tier
501-750	\$ 61,154.06	Fixed Price for Tier
751-1000	\$ 78,148.43	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Implementation and Training

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise DLP (US-Only Deployment) - S

** Minimum purchase of \$30,000.00

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 185.69	PPU
501-750	\$ 161.36	PPU
751-1000	\$ 146.79	PPU
1001-2500	\$ 130.08	PPU
2501-5000	\$ 112.10	PPU
5001-10000	\$ 103.99	PPU
10001-20000	\$ 97.54	PPU
20001-50000	\$ 91.09	PPU
50001-100000	\$ 85.71	PPU
100001-200000	\$ 81.02	PPU
200001-999999999	\$ 77.11	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense Platform Bundle (PFPT ITD - Spotlight + PFPT ITD - Shadow)

**Minimum purchase of \$60,000 required

Service Category: Service Category 15: Data Security

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense - Spotlight

Description: Proofpoint Spotlight continuously discovers and enables automatic remediation of identity and lateral movement risks and includes Identity Threat Defense Platform's central management platform. Sold per Endpoint.

**Minimum purchase amount of \$60,000.00 required

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Tessian Full Platform - S

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

Service Category: Service Category 5: Email Security

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

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

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

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 20,523.93	Fixed Price for Tier
501-750	\$ 25,192.63	Fixed Price for Tier

751-1000	\$ 32,515.77	Fixed Price for Tier
1001-2500	\$ 25.41	PPU
2501-5000	\$ 20.33	PPU
5001-10000	\$ 17.59	PPU
10001-20000	\$ 15.64	PPU
20001-50000	\$ 13.68	PPU
50001-100000	\$ 11.73	PPU
100001-200000	\$ 9.77	PPU
200001-999999999	\$ 8.80	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense – Initial Configuration

Description: Initial Configuration

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

Service Category: Service Category 3: Endpoint Detection and Response

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Service for Enterprise DLP Bundle

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

**Minimum purchase of \$132,000.00 required

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$0.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Description: Regulatory Compliance, Digital Asset Security - SaaS

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 20,523.93	Fixed Price for Tier
501-750	\$ 25,192.63	Fixed Price for Tier
751-1000	\$ 32,515.77	Fixed Price for Tier

1001-2500	\$ 25.41	PPU
2501-5000	\$ 20.33	PPU
5001-10000	\$ 17.59	PPU
10001-20000	\$ 15.64	PPU
20001-50000	\$ 13.68	PPU
50001-100000	\$ 11.73	PPU
100001-200000	\$ 9.77	PPU
200001-999999999	\$ 8.80	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 3,078.59	Fixed Price for Tier
501-750	\$ 4,361.34	Fixed Price for Tier
751-1000	\$ 5,536.57	Fixed Price for Tier
1001-2500	\$ 5.26	PPU
2501-5000	\$ 4.43	PPU
5001-10000	\$ 4.36	PPU
10001-20000	\$ 4.29	PPU
20001-50000	\$ 4.15	PPU
50001-100000	\$ 4.08	PPU
100001-200000	\$ 4.02	PPU
200001-999999999	\$ 3.88	PPU

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase amount of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 70.27	PPU
501-750	\$ 58.54	PPU

751-1000	\$ 50.14	PPU
1001-2500	\$ 43.88	PPU
2501-5000	\$ 39.00	PPU
5001-10000	\$ 35.09	PPU
10001-20000	\$ 31.96	PPU
20001-50000	\$ 29.22	PPU
50001-100000	\$ 26.97	PPU
100001-200000	\$ 25.12	PPU
200001-999999999	\$ 23.46	PPU

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) - SaaS

****Minimum purchase amount of \$18,000.00 required**

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-2500	\$ 18,324.94	PPU

Respondent: Proofpoint, Inc.

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

Description: PFPT TAP Account Takeover (up to 1,000 monthly user activities) (US-Only Deployment)

**Minimum purchase amount of \$6,000.00 required

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

Description: Captures users' activity (metadata) across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 331.42	PPU
501-750	\$ 276.16	PPU
751-1000	\$ 236.73	PPU
1001-2500	\$ 207.14	PPU
2501-5000	\$ 184.11	PPU
5001-10000	\$ 165.72	PPU
10001-20000	\$ 150.64	PPU
20001-50000	\$ 138.08	PPU
50001-100000	\$ 127.46	PPU
100001-200000	\$ 118.34	PPU
200001-999999999	\$ 110.48	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 1,358.00	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 10.78	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 3,880.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Security Awareness - Gold

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$ 24,250.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PSAT - Enterprise vr.2

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

****Minimum purchase of \$3,000.00 required**

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-250	\$ 61.33	PPU
251-500	\$ 61.33	PPU
501-750	\$ 50.18	PPU
751-1000	\$ 48.58	PPU
1001-2000	\$ 37.96	PPU
2001-2500	\$ 34.17	PPU
2501-5000	\$ 30.37	PPU
5001-10000	\$ 25.41	PPU
10001-20000	\$ 22.39	PPU
20001-50000	\$ 20.15	PPU
50001-100000	\$ 17.42	PPU
100001-200000	\$ 14.60	PPU
200001-999999999	\$ 13.04	PPU

Respondent: Proofpoint, Inc.

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

Description: Proofpoint Misdirected Email Protection automatically prevents accidental data loss from misdirected emails and miss attached files, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

****Minimum purchase of \$6,000.00 required**

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 215.01	PPU

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email Exfiltration Protection - S - Regular Users

Description: PFPT Email Exfiltration Protection prevents data exfiltration via email to employee personal, unauthorized and non-business accounts, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

**Minimum purchase of \$6,000.00 required

Service Category: Service Category 5: Email Security

Service Category: Service Category 15: Data Security

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

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

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Trellix

Solution Proposed: Trellix Email Security Cloud AntiVirus/AntiSpam Edition

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
B	\$57.59 per unit	251 – 1000
C	\$47.42 per unit	1001 - 2000
D	\$37.45 per unit	2001 – 5000
E	\$36.01 per unit	5001 – 10000
F	\$30.24 per unit	10001+

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205

Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Fortinet

Solution Proposed: Fortinet FortiWEB Cloud

Service Category: Service Category 6: Content Delivery Network

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

Tier	Price	Unit
20 Mbps	\$ 9,000.00	Throughput
50 Mbps	\$ 19,800.00	Throughput
100 Mbps	\$ 36,000.00	Throughput
500 Mbps	\$ 108,000.00	Throughput
10 Mbps	\$ 5,571.90	Throughput
50 Mbps	\$ 11,150.10	Throughput
250 Mbps	\$ 25,911.90	Throughput
1 Gbps	\$ 47,810.70	Throughput
3 Gbps	\$ 78,936.30	Throughput

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiWeb-Cloud-WAF-as-a-Service FortiWeb Cloud WAF-as-a-Service - Additional 1 web site - Annual Subscription. FortiCare Premium Support included.	FortiWeb-Cloud-WAF-as-a-Service 1 Year FortiWeb Cloud WAF-as-a-Service - Additional 1 web site - Annual Subscription. FortiCare Premium Support included.	\$ 540.00	Per Website
FortiWeb-Cloud-WAF-as-a-Service FortiWeb Cloud WAF-as-a-Service - Additional 5 web sites - Annual Subscription. FortiCare Premium Support included.	FortiWeb-Cloud-WAF-as-a-Service 1 Year FortiWeb Cloud WAF-as-a-Service - Additional 5 web sites - Annual Subscription. FortiCare Premium Support included.	\$ 2,160.00	Per Website
FortiWeb-Cloud-WAF-as-a-Service FortiWeb Cloud WAF-as-a-Service - Additional 25 web site - Annual Subscription. FortiCare Premium Support included.	FortiWeb-Cloud-WAF-as-a-Service 1 Year FortiWeb Cloud WAF-as-a-Service - Additional 25 web site - Annual Subscription. FortiCare Premium Support included.	\$ 7,200.00	Per Website
FortiWeb-Cloud-WAF-as-a-Service FortiWeb Cloud WAF-as-a-Service - Additional 100 web site - Annual Subscription. FortiCare Premium Support included.	FortiWeb-Cloud-WAF-as-a-Service 1 Year FortiWeb Cloud WAF-as-a-Service - Additional 100 web site - Annual Subscription. FortiCare Premium Support included.	\$ 27,000.00	Per Website
FortiWeb Cloud Vulnerability Scanning Vulnerability scanning subscription service for 5 domains for detection of critical vulnerabilities	FortiWeb Cloud Vulnerability Scanning 1 Year Vulnerability scanning subscription service for 5 domains for detection of critical vulnerabilities in web applications, including those in the OWASP top 10	\$ 675.00	Per Website

in web applications, including those in the OWASP top 10			
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiWeb Administrator Training - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortiweb-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortiweb_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiWeb Administrator Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortiweb-administrator - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 117.00	Per Student
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance

FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 63.00	Per Student

Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day

Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit
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Insight Public Sector, Inc. Service Hourly Rates

Insight’s digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____ Cisco _____

Solution Proposed: _____ Cisco XDR _____

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
XDR Advantage with Enhanced Support for 100 to 999 users	103.30	Per user per 12 months
XDR Advantage with Enhanced Support for 1,000 to 9,999 users	93.10	Per user per 12 months
XDR Advantage with Enhanced Support for more than 10,000 users	86.25	Per user per 12 months

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

Name	Description	Price	Unit
XDR Premier with Enhanced Support for 100 to 999 users	Managed XDR for 100 to 999 users	266.10	Per user per 12 months
XDR Premier with Enhanced Support for 1,000 to 9,999 users	Managed XDR for 1,000 to 9,999 users	238.80	Per user per 12 months
XDR Premier with Enhanced Support for more than 10,000 users	Managed XDR for more than 10,000 users	221.45	Per user per 12 months

Insight Public Sector, Inc. Service Hourly Rates

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Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiANALYZER/FortiSIEM/FortiSOC

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
1GB Logs per day (40GB - 99GB)	\$ 360.00	Per GB
1GB Logs per day (100GB - 249GB)	\$ 315.00	Per GB
1GB Logs per day (250GB - 499GB)	\$ 289.80	Per GB
1GB Logs per day (500GB - 999GB)	\$ 267.30	Per GB
1GB Logs per day (1000GB - 1999GB)	\$ 245.70	Per GB
1GB Logs per day (2000GB+)	\$ 225.90	Per GB
10 FortiSIEM Compute Units (FCU)	\$ 25,200.00	FCU Pack
Additional 500GB online storage	\$ 6,750.00	Per Instance
Archive 500GB storage	\$ 1,530.00	Per Instance
50 Device Minimum	\$ 156.97	Per Device
150 Device Minimum	\$ 126.97	Per Device
300 Device Minimum	\$ 111.08	Per Device
500 Device Minimum	\$ 100.65	Per Device
1000 Device Minimum	\$ 88.05	Per Device
2000 Device Minimum	\$ 77.02	Per Device
4000 Device Minimum	\$ 67.37	Per Device
50 Endpoint Minimum	\$ 78.49	Per Device
150 Endpoint Minimum	\$ 63.49	Per Device
300 Endpoint Minimum	\$ 55.54	Per Device
500 Endpoint Minimum	\$ 50.33	Per Device
1000 Endpoint Minimum	\$ 44.03	Per Device
2000 Endpoint Minimum	\$ 38.51	Per Device
4000 Endpoint Minimum	\$ 33.69	Per Device
5000 Endpoint Minimum	\$ 32.27	Per Device
50 Agents Minimum	\$ 48.35	Per Device
100 Agents Minimum	\$ 43.86	Per Device
200 Agents Minimum	\$ 37.93	Per Device
500 Agents Minimum	\$ 33.44	Per Device
1000 Agents Minimum	\$ 28.95	Per Device
25 UEBA Agent Telemetry	\$ 34.20	Per Device
500 UEBA Agent Telemetry	\$ 32.40	Per Device
10000 UEBA Agent Telemetry	\$ 29.70	Per Device
Additional EPS	\$ 5.40	Per Instance

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

Name	Description	Price	Unit
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FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	\$ 9.90	Per Device
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 500-999 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 500-999 Agents	\$ 9.00	Per Device
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 1000+ Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 1000+ Agents	\$ 8.10	Per Device
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$ 15.30	Per Device
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$ 9.90	Per Device
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$ 9.00	Per Device
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	\$ 3,267.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	\$ 5,940.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	\$ 8,583.30	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	\$ 12,820.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	\$ 15,726.60	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	\$ 16,546.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	\$ 21,322.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	\$ 27,414.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	\$ 49,347.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	\$ 65,146.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	\$ 80,820.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	\$ 89,924.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	\$ 97,118.10	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	\$ 101,974.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	\$ 104,887.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	\$ 106,199.10	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	\$ 110,970.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	\$ 146,554.20	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	\$ 175,865.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	\$ 197,848.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	\$ 247,311.00	Per Instance
FortiSIEM Manager Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	FortiSIEM Manager 1 Year Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	\$ 4,500.00	Per Instance
IOC Service for FortiSIEM deployments (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 1,883.63	Per Instance
IOC Service for FortiSIEM deployments (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 3,047.33	Per Instance
IOC Service for FortiSIEM deployments (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 5,331.74	Per Instance
IOC Service for FortiSIEM deployments (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 7,997.62	Per Instance
IOC Service for FortiSIEM deployments (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 9,662.11	Per Instance
IOC Service for FortiSIEM deployments (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 12,077.64	Per Instance

IOC Service for FortiSIEM deployments (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 15,848.46	Per Instance
IOC Service for FortiSIEM deployments (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 21,131.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 27,727.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 36,970.56	Per Instance
IOC Service for FortiSIEM deployments (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 48,509.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 64,679.04	Per Instance
IOC Service for FortiSIEM deployments (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 72,763.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 80,848.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 2,690.64	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 4,708.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 8,236.80	Per Instance

Agents - UEBA Telemetry" equals 1 point.			
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 11,424.96	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 14,410.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 17,254.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 23,932.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 30,187.44	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 41,872.32	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 52,814.16	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 73,258.56	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 92,402.64	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 101,616.48	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 110,634.48	Per Instance
FortiSIEM High Availability - Subscription (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	\$ 3,107.70	Per Instance

FortiSIEM High Availability - Subscription (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	\$ 6,216.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	\$ 10,056.60	Per Instance
FortiSIEM High Availability - Subscription (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	\$ 13,195.80	Per Instance
FortiSIEM High Availability - Subscription (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	\$ 17,595.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	\$ 19,927.80	Per Instance
FortiSIEM High Availability - Subscription (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	\$ 29,892.60	Per Instance
FortiSIEM High Availability - Subscription (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	\$ 33,810.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	\$ 50,715.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	\$ 59,152.50	Per Instance
FortiSIEM High Availability - Subscription (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	\$ 88,729.20	Per Instance
FortiSIEM High Availability - Subscription (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	\$ 106,720.20	Per Instance
FortiSIEM High Availability - Subscription (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance

FortiSIEM High Availability - Subscription (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 50 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 50 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 2,690.64	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 100 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 100 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 4,708.08	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 200 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 200 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 8,236.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 300 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 300 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 11,424.96	Per Instance

FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 400 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 400 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 14,410.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 17,254.08	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 750 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 750 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 23,932.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 1,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 1,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 30,187.44	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 1500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 1500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 41,872.32	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 2,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 2,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 52,814.16	Per Instance

FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 3,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 3,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 73,258.56	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 4,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 4,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 92,402.64	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 4500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 4500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 101,616.48	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 5,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 5,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 110,634.48	Per Instance
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiSIEM Training - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortisiem&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiSIEM Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticp	\$ 405.00	Per Student

	age/view.php?page=library_fortisiem - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included		
Classroom, Virtual ILT	Classroom, Virtual ILT FCSS - Advanced Analytics Training (FortiSIEM Advanced - MSSP) - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_advanced-analytics - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=advanced_analytics&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FortiSIEM Parser Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem-parser - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 270.00	Per Student
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student

Exam Voucher	Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge) - Certification information: https://www.fortinet.com/training-certification - To schedule the certification exam: https://home.pearsonvue.com/fortinet	\$ 180.00	Per Student
Exam Session	Exam Session Single Proctor U voucher for FCX practical exam - FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity - To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities.

Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: __Google Mandiant_____

Solution Proposed: Google Chronicle SecOps

Service Category: Service Category 7: Security Operations Platform

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

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

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By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285

Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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.

Insight Public Sector, Inc. Service Hourly Rates

Insight’s digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260

Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260


ReliaQuest Price Proposal

Respondent: __ReliaQuest__


Solution Proposed: __GreyMatter__

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
		 DMS RFP_RQ Pricing_June2024 vF

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

Name	Description	Price	Unit
			 DMS RFP_RQ Pricing_June2024 vF

Insight Public Sector, Inc. Service Hourly Rates

Insight’s digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Trellix

Solution Proposed: Trellix XDR Platform

Service Category: Service Category 7: Security Operations Platform

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

Tier	Price	Unit
B	\$45.78 per unit	251 - 1000
C	\$41.21 per unit	1001 – 2000
D	\$37.09 per unit	2001 – 5000
E	\$33.38 per unit	5001 – 10000
F	\$30.03 per unit	10001+

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

Name	Description	Price	Unit
Helix Connect Open XDR for External Data Add-on - 50 GB	Extends Helix Connect's capabilities to allow ingestion of events beyond the per user entitlement. Units of storage calculation determines amount of event ingestion allowed per day. Incidents created from events, such as alerts and their corresponding events to the incidents, are kept for 13 months.	\$17,741.78 per year	1
Helix Connect Open XDR for External Data Add-on - 100 GB	Same as above	\$35,483.56 per year	1

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiAUTHENTICATOR

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

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

Tier	Price	Unit
50-499	\$ 108.00	Endpoint Pack
500-1999	\$ 94.50	Endpoint Pack
2000-9999	\$ 74.70	Endpoint Pack
10000+	\$ 61.20	Endpoint Pack
Up to 999	\$ 5,850.00	Endpoint Pack
1000-9999	\$ 9,000.00	Endpoint Pack
10000+	\$ 22,500.00	Endpoint Pack
1 CPU	\$ 191.70	Per Instance
2 CPU	\$ 386.10	Per Instance
4 CPU	\$ 779.40	Per Instance
8 CPU	\$ 1,589.40	Per Instance
16 CPU	\$ 3,302.10	Per Instance
32 CPU	\$ 7,092.90	Per Instance
Unlimited CPU	\$ 16,141.50	Per Instance
1 CPU	\$ 519.30	Per Instance
2 CPU	\$ 1,043.10	Per Instance
4 CPU	\$ 2,106.90	Per Instance
8 CPU	\$ 4,296.60	Per Instance
16 CPU	\$ 8,923.50	Per Instance
32 CPU	\$ 19,169.10	Per Instance
Unlimited CPU	\$ 43,625.70	Per Instance

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Managed – Enterprise DLP license with managed service	50-499 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 108.00	Per Endpoint
Managed – Enterprise DLP license with managed service	500-1999 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 94.50	Per Endpoint
Managed – Enterprise DLP license with managed service	2000-9999 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 74.70	Per Endpoint
Managed – Enterprise DLP license with managed service	10000+ Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 61.20	Per Endpoint

Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material	\$ 855.00	Per Student

	(Lab and Study guides). Exam voucher not included		
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student

Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

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By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335

Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Proofpoint Price Proposal

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - F-Secure- V (Virtual)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 41,587.83	Fixed Price for Tier
501-750	\$ 57,638.39	Fixed Price for Tier
751-1000	\$ 74,073.04	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- S (SaaS)

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- V

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 48,036.75	Fixed Price for Tier
501-750	\$ 61,154.06	Fixed Price for Tier
751-1000	\$ 78,148.43	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Implementation and Training

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise DLP (US-Only Deployment) - S

** Minimum purchase of \$30,000.00

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 185.69	PPU
501-750	\$ 161.36	PPU
751-1000	\$ 146.79	PPU
1001-2500	\$ 130.08	PPU
2501-5000	\$ 112.10	PPU
5001-10000	\$ 103.99	PPU
10001-20000	\$ 97.54	PPU
20001-50000	\$ 91.09	PPU
50001-100000	\$ 85.71	PPU
100001-200000	\$ 81.02	PPU
200001-999999999	\$ 77.11	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense Platform Bundle (PFPT ITD - Spotlight + PFPT ITD - Shadow)

**Minimum purchase of \$60,000 required

Service Category: Service Category 15: Data Security

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense - Spotlight

Description: Proofpoint Spotlight continuously discovers and enables automatic remediation of identity and lateral movement risks and includes Identity Threat Defense Platform's central management platform. Sold per Endpoint.

**Minimum purchase amount of \$60,000.00 required

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Tessian Full Platform - S

Description: Tessian Full Platform includes Misdirected Email Protection, Email Exfiltration Protection, Defender, Investigate and Respond, and Abuse Mailbox Response - SaaS - 12 months

****Minimum purchase of \$6,000 required****

Service Category: Service Category 5: Email Security

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

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

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

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 20,523.93	Fixed Price for Tier
501-750	\$ 25,192.63	Fixed Price for Tier
751-1000	\$ 32,515.77	Fixed Price for Tier

1001-2500	\$ 25.41	PPU
2501-5000	\$ 20.33	PPU
5001-10000	\$ 17.59	PPU
10001-20000	\$ 15.64	PPU
20001-50000	\$ 13.68	PPU
50001-100000	\$ 11.73	PPU
100001-200000	\$ 9.77	PPU
200001-999999999	\$ 8.80	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Email Fraud Defense – Initial Configuration

Description: Initial Configuration

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

Service Category: Service Category 3: Endpoint Detection and Response

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Service for Enterprise DLP Bundle

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

**Minimum purchase of \$132,000.00 required

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$0.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Proofpoint Enterprise DLP New Customer Training Package

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email DLP - S

Description: Regulatory Compliance, Digital Asset Security - SaaS

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 20,523.93	Fixed Price for Tier
501-750	\$ 25,192.63	Fixed Price for Tier
751-1000	\$ 32,515.77	Fixed Price for Tier
1001-2500	\$ 25.41	PPU

2501-5000	\$ 20.33	PPU
5001-10000	\$ 17.59	PPU
10001-20000	\$ 15.64	PPU
20001-50000	\$ 13.68	PPU
50001-100000	\$ 11.73	PPU
100001-200000	\$ 9.77	PPU
200001-999999999	\$ 8.80	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 3,078.59	Fixed Price for Tier
501-750	\$ 4,361.34	Fixed Price for Tier
751-1000	\$ 5,536.57	Fixed Price for Tier
1001-2500	\$ 5.26	PPU
2501-5000	\$ 4.43	PPU
5001-10000	\$ 4.36	PPU
10001-20000	\$ 4.29	PPU
20001-50000	\$ 4.15	PPU
50001-100000	\$ 4.08	PPU
100001-200000	\$ 4.02	PPU
200001-999999999	\$ 3.88	PPU

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase amount of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 70.27	PPU
501-750	\$ 58.54	PPU
751-1000	\$ 50.14	PPU

1001-2500	\$ 43.88	PPU
2501-5000	\$ 39.00	PPU
5001-10000	\$ 35.09	PPU
10001-20000	\$ 31.96	PPU
20001-50000	\$ 29.22	PPU
50001-100000	\$ 26.97	PPU
100001-200000	\$ 25.12	PPU
200001-999999999	\$ 23.46	PPU

Respondent: Proofpoint, Inc.

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

Description: Captures users DLP activity metadata across desktops and servers on supported platforms (US-Only Deployment) - SaaS

**Minimum purchase amount of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

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

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-2500	\$ 18,324.94	PPU

Respondent: Proofpoint, Inc.

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

Description: PFPT TAP Account Takeover (up to 1,000 monthly user activities) (US-Only Deployment)

**Minimum purchase amount of \$6,000.00 required

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

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

Description: Captures users' activity (metadata) across desktops and servers on supported platforms (US-Only Deployment) – SaaS

**Minimum purchase of \$18,000.00 required

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 331.42	PPU
501-750	\$ 276.16	PPU
751-1000	\$ 236.73	PPU
1001-2500	\$ 207.14	PPU
2501-5000	\$ 184.11	PPU
5001-10000	\$ 165.72	PPU
10001-20000	\$ 150.64	PPU
20001-50000	\$ 138.08	PPU
50001-100000	\$ 127.46	PPU
100001-200000	\$ 118.34	PPU
200001-999999999	\$ 110.48	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 1,358.00	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 10.78	PPU

Respondent: Proofpoint, Inc.

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

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

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-999999999	\$ 3,880.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Managed Security Awareness - Gold

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

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-999999999	\$ 24,250.00	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PSAT - Enterprise vr.2

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

**Minimum purchase of \$3,000.00 required

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-250	\$ 61.33	PPU
251-500	\$ 61.33	PPU
501-750	\$ 50.18	PPU
751-1000	\$ 48.58	PPU
1001-2000	\$ 37.96	PPU
2001-2500	\$ 34.17	PPU
2501-5000	\$ 30.37	PPU
5001-10000	\$ 25.41	PPU
10001-20000	\$ 22.39	PPU
20001-50000	\$ 20.15	PPU
50001-100000	\$ 17.42	PPU
100001-200000	\$ 14.60	PPU
200001-999999999	\$ 13.04	PPU

Respondent: Proofpoint, Inc.

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

Description: Proofpoint Misdirected Email Protection automatically prevents accidental data loss from misdirected emails and miss attached files, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

**Minimum purchase of \$6,000.00 required

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 215.01	PPU
501-750	\$ 162.45	PPU

751-1000	\$ 129.01	PPU
1001-2500	\$ 90.77	PPU
2501-5000	\$ 59.73	PPU
5001-10000	\$ 41.61	PPU
10001-20000	\$ 34.21	PPU
20001-50000	\$ 34.21	PPU
50001-100000	\$ 34.21	PPU
100001-200000	\$ 34.21	PPU
200001-999999999	\$ 34.21	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Email Exfiltration Protection - S - Regular Users

Description: PFPT Email Exfiltration Protection prevents data exfiltration via email to employee personal, unauthorized and non-business accounts, utilizing combined artificial intelligence and behavioral understanding - SaaS - Regular Users

**Minimum purchase of \$6,000.00 required

Service Category: Service Category 5: Email Security

Service Category: Service Category 15: Data Security

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

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

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260


SailPoint Price Proposal

Respondent: Insight


Solution Proposed: SailPoint Identity Security

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

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

Tier	Price	Unit
SaaS Identity Security software	MSRP	Qty 0-100
SaaS Identity Security software	15% off MSRP	Qty 101+
On-Premises Identity Security software	MSRP	Qty 0-100
On-Premises Identity Security software	15% off MSRP	Qty 101+
		 FL Contract - October 2024[24].xls

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

Name	Description	Price	Unit
SailPoint Services	Implementation, training, additional support, etc.	3% off MSRP	all
			 FL Contract - October 2024[24].xls

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Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: SentinelOne

Solution Proposed: Mobile Threat Defense

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

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

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

Add-On Services (OPTIONAL) for initial term:

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

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

Implementation Services - Highly Recommended for New Deployments

Mobile Guided Onboarding (per Mobile Endpoint)	PS-GOM-ND-T[1-9]-F	\$59.86	\$51.10
Guided Onboarding (Per Endpoint)	PS-GO-ND-T[1-9]-F	\$5.39	\$4.60

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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: ____ Cisco _____

Solution Proposed: ____ Cisco Secure Access _____

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

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

Tier	Price	Unit
Secure Internet Access and Private Access Advantage with Enhanced Support for 100 to 499 users	243.40	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 500 to 999 users	199.40	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 1,000 to 4,999 users	185.60	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 5,000 to 9,999 users	159.40	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for more 10,000 users	147.75	Per user per 12 months

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit

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vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: ____ Fortinet _____

Solution Proposed: Fortinet FortiGATE/FortiSASE/FortiCLIENT

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

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

Tier	Price	Unit
50 - 499 Users	\$ 315.90	Per User
500-1,999 Users	\$ 280.80	Per User
2,000-9,999 Users	\$ 217.80	Per User
10,000+ Users	\$ 147.60	Per User
50 - 499 Users	\$ 105.30	Per User
500-1,999 Users	\$ 93.60	Per User
2,000-9,999 Users	\$ 72.54	Per User
10,000+ Users	\$ 49.14	Per User

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiSASE - Bandwidth Add-on for Remote Users & Thin Edge Locations (Account add-on) FortiSASE bandwidth subscription 25 Mbps add-on (Account level)	FortiSASE - Bandwidth Add-on for Remote Users & Thin Edge Locations (Account add-on) 1 Year FortiSASE bandwidth subscription 25 Mbps add-on (Account level)	\$ 900.00	Throughput
FortiSASE Dedicated IP FortiSASE yearly subscription for 4 dedicated IPs	FortiSASE Dedicated IP 1 Year FortiSASE yearly subscription for 4 dedicated IPs	\$ 4,500.00	Per Instance
FortiSASE Dedicated IP FortiSASE yearly subscription for 32 public IPs	FortiSASE Dedicated IP 1 Year FortiSASE yearly subscription for 32 public IPs	\$ 16,650.00	Per Instance
FortiSASE Region Add-On FortiSASE Compute Region Add-on Subscription for Fortinet Locations	FortiSASE Region Add-On 1 Year FortiSASE Compute Region Add-on Subscription for Fortinet Locations	\$ 9,000.00	Per Instance

FortiSASE Region Add-On FortiSASE Compute Region Add-on Subscription for Public Cloud Locations	FortiSASE Region Add-On 1 Year FortiSASE Compute Region Add-on Subscription for Public Cloud Locations	\$ 27,000.00	Per Instance
FortiSASE SD-WAN On- Ramp FortiSASE SD-WAN On-Ramp Location supporting 1 Gbps of shared bandwidth for up to 10 FortiGate or 3rd Party IPsec connections for Comprehensive tier (2-8 Locations)	FortiSASE SD-WAN On- Ramp 1 Year FortiSASE SD- WAN On-Ramp Location supporting 1 Gbps of shared bandwidth for up to 10 FortiGate or 3rd Party IPsec connections for Comprehensive tier (2-8 Locations)	\$ 36,000.00	Per Instance
FortiSASE SD-WAN On- Ramp Connection FortiSASE SD-WAN On- Ramp Connection add-on for 1-16,000 FortiGate or 3rd party IPsec connections for Advanced tier (Account level). A maximum of 2,000 connections can be allocated to a single node.	FortiSASE SD-WAN On- Ramp Connection 1 Year FortiSASE SD-WAN On- Ramp Connection add-on for 1-16,000 FortiGate or 3rd party IPsec connections for Advanced tier (Account level). A maximum of 2,000 connections can be allocated to a single node.	\$ 450.00	Per Instance
FortiSASE SD-WAN On- Ramp Connection FortiSASE SD-WAN On- Ramp Connection add-on for 1-16,000 FortiGate or 3rd party IPsec connections for Comprehensive tier (Account level). A maximum of 2,000 connections can be allocated to a single node.	FortiSASE SD-WAN On- Ramp Connection 1 Year FortiSASE SD-WAN On- Ramp Connection add-on for 1-16,000 FortiGate or 3rd party IPsec connections for Comprehensive tier (Account level). A maximum of 2,000 connections can be allocated to a single node.	\$ 1,350.00	Per Instance
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCSS - FortiSASE Administrator Training - 2 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisase-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortisase_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab</p>	\$ 1,710.00	Per Student

	and Study guides). Exam voucher not included		
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description:	\$ 855.00	Per Student

	https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included		
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day -Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 63.00	Per Student

Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day

After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After- Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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

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

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

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

Insight’s digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185

Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Skyhigh Security

Solution Proposed - B: **Skyhigh Security Secure Service Edge Complete “SSE Complete”**

PRODUCT CONTENT: SWG Cloud Service, Remote Browser Isolation for risky sites, Cloud DLP, CASB Shadow and unlimited CASB SaaS applications as integrated services. Skyhigh SWG Software Gateway Edition Software and Gateway Anti-Malware as GTM bundle. In addition it includes access to Client Proxy, Content Security Reporter via ePO, and Endpoint firewall managed by Trellix ePO. Appliance license and Hybrid configuration are included. SSE Complete also includes Skyhigh Private Access, aka - ZTNA and Skyhigh Cloud Firewall.

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

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

Tier	Price	Unit
A - 5+ Users	\$86 per Unit*	Per User

* Additional SSE Bundles that include fewer licensed products are also available, such as our SSE Advanced Bundle that includes all of the products noted above, less Skyhigh Private Access aka ZTNA and Skyhigh Cloud Firewall. Pricing for these bundles can be provided upon contacting your Skyhigh Security Reseller Partner. .

** See Below

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

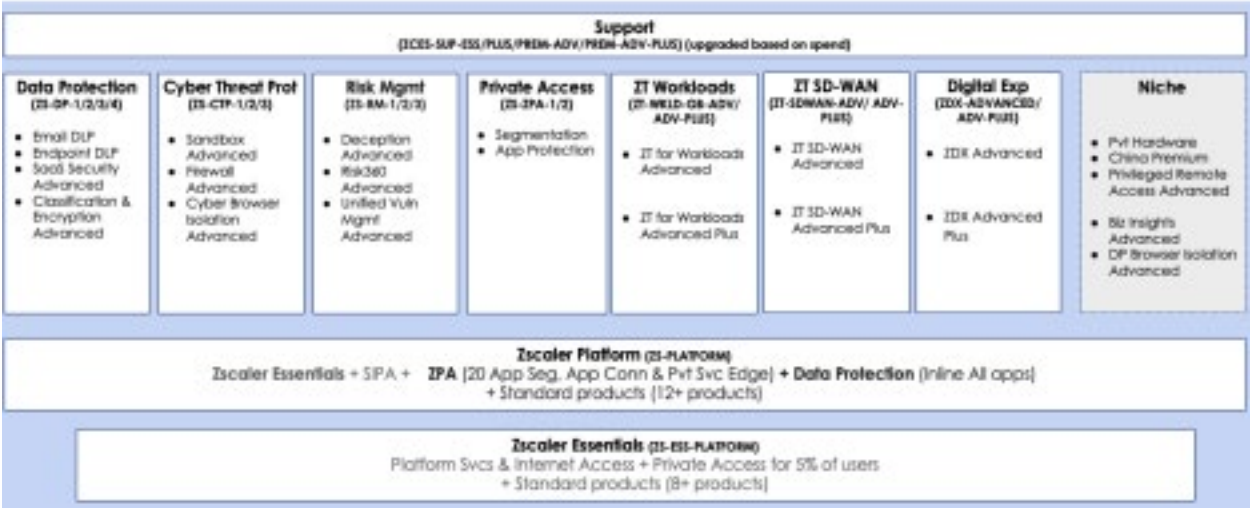
Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310

Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

43230000-24-STC Page 1 of 61 Digital Security Solutions
Respondent: Zscaler Government Solutions

Solution Proposed: Zscaler Zero Trust Exchange

Service Category: Service Category 10: Secure Access Service Edge (SASE)
FY25 Zscaler Packaging: Overview



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-ESS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User / Per Year)	\$100.00	\$90.00
ZS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)	\$200.00	\$180.00

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

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-DP-1	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes one of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$50.00	\$45.00
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43230000-24-STC Page 3 of 61 Digital Security Solutions

ZS-DP-2	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$95.00	\$85.50
ZS-DP-3	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes three of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$135.00	\$121.50
ZS-DP-4	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes all of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$170.00	\$153.00
ZS-DP INLINE ALL-APPS	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	\$50.00	\$45.00

ZS-DP-ISO ADV	Per User / Per Year	Annual Subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases. (Per User / Per Year)	\$100.00	\$90.00
ZS-CTP-1	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$50.00	\$45.00

43230000-24-STC Page 4 of 61 Digital Security Solutions

ZS-CTP-2	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$95.00	\$85.50
ZS-CTP-3	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes all of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$135.00	\$121.50
ZS-CTP ISO-UNLTD	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk based and managed devices. (Per User / Per Year)	\$150.00	\$135.00

ZS-RM-1	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$50.00	\$45.00
ZS-RM-2	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$95.00	\$85.50
ZS-RM-3	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$135.00	\$121.50

43230000-24-STC Page 5 of 61 Digital Security Solutions

ZS-RM UVM	Per User / Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.00	\$45.00
ZT-WKLD GB STD	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) (Per Year / Per GB of monthly traffic)	\$6.00	\$5.40

ZT-WKLD GB ADV	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, Private Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)	\$25.00	\$22.50
ZT-WKLD GB ADV-PLUS	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	\$37.50	\$33.75
ZT SDWAN ADV	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site. (Per Site / Per Year)	\$4,000.00	\$3,600.00
ZT SDWAN ADV- PLUS UPGRAD E	Per Site / Per Year	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	\$2,000.00	\$1,800.00
ZT SDWAN 400	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$4,800.00	\$4,320.00

43230000-24-STC Page 6 of 61 Digital Security Solutions

ZT SDWAN 600	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$7,200.00	\$6,480.00
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ZT SDWAN 800	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$12,000.00	\$10,800.00
ZT SDWAN 400-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	\$800.00	\$720.00
ZT SDWAN 600-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	\$3,200.00	\$2,880.00
ZT SDWAN 800-HA	Per Device / Per Year	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	\$8,000.00	\$7,200.00
ZT SDWAN DEV	Per Device / Per Year	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	\$100.00	\$90.00
ZT SDWAN-GB	Per GB / Per Year	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	\$20.00	\$18.00
ZS-ZPA-1	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes one of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$50.00	\$45.00
ZS-ZPA-2	Per User / Per Year	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$95.00	\$85.50

ZS-ZPA PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access. (Per User / Per Year)	\$100.00	\$90.00
ZS-PRA ADV	Per User / Per Year	Annual Subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard / File Transfer, Credential Mapping, Session Recording (10 hrs monthly) (Per User / Per Year)	\$480.00	\$432.00
ZDX ADVANCED	Per User / Per Year	Annual subscription to ZDX Advanced. Includes: 30 configurable user probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook integrations.	\$75.00	\$67.50
ZDX-ADV PLUS	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (max probes per user is 30), Software process monitoring and incident reporting, ZDX Co-pilot Essentials, ZDX Hosted Monitoring: (1 Hosted Monitoring Probe Location per 1,000 users)	\$125.00	\$112.50
ZS-BIZ INSIGHTS -ADV	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis	\$60.00	\$54.00
ZS-SIPA	Per User / Per Year	Annual subscription to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level)	\$15.00	\$13.50
ZS-TEST ENV	Per Tenant / Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users)	\$40,000.00	\$36,000.00

ZS-TEST ENV-ESS	Per Tenant / Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements	\$20,000.00	\$18,000.00
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43230000-24-STC Page 8 of 61 Digital Security Solutions

		of the production environment. (Available for customers with fewer than 5000 users)		
ZSC-PRI CAT	Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains	\$50,000.00	\$45,000.00
ZIA-SVC EDGE-3	Per Device / Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces. Requires separate approval.	\$25,000.00	\$22,500.00
ZIA-SVC EDGE-5	Per Device / Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces. Requires separate approval.	\$50,000.00	\$45,000.00
ZSC- PRIV LB	Per Device / Per Year	Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee. Requires separate approvals.	\$25,000.00	\$22,500.00
EDU-ZIA SVC- EDGE ESS	Per User / Per Year	Annual subscription to Zscaler Internet Access Essentials for Education Features include SIP, file type controls, Inline AV/AS, reputation phishing and command & control blocks, Advanced Threat Protection, Web 2.0, SSL/TLS Inspection, Bandwidth Control, Web Access Control, NSS, Mobile controls & reporting (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	\$10.00	\$9.00

EDU-ZIA SVC- EDGE ADV	Per User / Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	\$16.00	\$14.40
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43230000-24-STC Page 9 of 61 Digital Security Solutions

EDU-ZIA SVC- EDGE DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.00	\$2.70
ZCES- DEP ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	\$8,000.00	\$7,200.00
ZCES- DEP ESSPLU S	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	\$16,000.00	\$14,400.00
ZCES- DEP ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	\$32,000.00	\$28,800.00

ZCES- DEP ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$72,000.00	\$64,800.00
ZCES- DEP ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$136,000.00	\$122,400.00
ZCES- PRO CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	\$300.00	\$270.00

43230000-24-STC Page 10 of 61 Digital Security Solutions

ZCES- EDU CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES- EDU ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Flori da DSS (2025)
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ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM-1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM-10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFOR M GCM-25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90

43230000-24-STC Page 11 of 61 Digital Security Solutions

ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00

ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10

43230000-24-STC Page 12 of 61 Digital Security Solutions

ZS-ESS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90
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ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ESS PLATFOR M GCH-1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH-10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH-25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$266.00	\$239.40
ZS PLATFOR M GCM-1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$171.00	\$153.90
ZS PLATFOR M GCM-10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$104.00	\$93.60

43230000-24-STC Page 13 of 61 Digital Security Solutions

ZS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$88.00	\$79.20
ZS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$65.00	\$58.50
ZS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$300.00	\$270.00
ZS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$193.00	\$173.70
ZS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$117.00	\$105.30
ZS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$99.00	\$89.10

ZS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	\$73.00	\$65.70
ZCES- SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	20%

43230000-24-STC Page 14 of 61 Digital Security Solutions

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

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-DP-1-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$67.00	\$60.30

43230000-24-STC Page 15 of 61 Digital Security Solutions

ZS-DP-1-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$41.00	\$36.90
ZS-DP-1-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$26.00	\$23.40
ZS-DP-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$21.00	\$18.90

ZS-DP-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$16.00	\$14.40
ZS-DP-1-GCH-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$75.00	\$67.50

43230000-24-STC Page 16 of 61 Digital Security Solutions

ZS-DP-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$47.00	\$42.30
ZS-DP-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$29.00	\$26.10

ZS-DP-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$24.00	\$21.60
ZS-DP-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$19.00	\$17.10
ZS-DP-2-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$126.00	\$113.40

43230000-24-STC Page 17 of 61 Digital Security Solutions

ZS-DP-2-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$83.00	\$74.70
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ZS-DP-2-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$51.00	\$45.90
ZS-DP-2-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$43.00	\$38.70
ZS-DP-2-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$33.00	\$29.70
ZS-DP-2-GCH-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$143.00	\$128.70

ZS-DP-2-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$94.00	\$84.60
ZS-DP-2-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$58.00	\$52.20
ZS-DP-2-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$48.00	\$43.20
ZS-DP-2-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$37.00	\$33.30
ZS-DP-INLINE ALL-APPS GCM-1	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30

ZS-DP- INLINE ALL- APPS GCM-1000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident	\$41.00	\$36.90
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43230000-24-STC Page 19 of 61 Digital Security Solutions

		management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)		
ZS-DP- INLINE ALL- APPS GCM-10000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$26.00	\$23.40
ZS-DP- INLINE ALL- APPS GCM-25000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$21.00	\$18.90
ZS-DP- INLINE ALL- APPS GCM-100000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$16.00	\$14.40

ZS-DP- INLINE ALL- APPS GCH-1	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$75.00	\$67.50
ZS-DP- INLINE ALL- APPS GCH-1000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$47.00	\$42.30
ZS-DP- INLINE ALL- APPS GCH-10000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications	\$29.00	\$26.10

43230000-24-STC Page 20 of 61 Digital Security Solutions

		and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud High. (Per User / Per Year)		
ZS-DP- INLINE ALL- APPS GCH-25000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$24.00	\$21.60

ZS-DP- INLINE ALL- APPS GCH-100000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud High. (Per User / Per Year)	\$19.00	\$17.10
ZS-DP-ISO ADV-GCM-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-DP-ISO ADV-GCM-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$83.00	\$74.70
ZS-DP-ISO ADV-GCM 10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$51.00	\$45.90

43230000-24-STC Page 21 of 61 Digital Security Solutions

ZS-DP-ISO ADV-GCM 25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$43.00	\$38.70
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ZS-DP-ISO ADV-GCM 100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$33.00	\$29.70
ZS-DP-ISO ADV-GCH-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-DP-ISO ADV-GCH-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$94.00	\$84.60
ZS-DP-ISO ADV-GCH 10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$58.00	\$52.20
ZS-DP-ISO ADV-GCH 25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in	\$48.00	\$43.20

		GovCloud High. (Per User / Per Year)		
ZS-DP-ISO ADV-GCH 100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud High. (Per User / Per Year)	\$37.00	\$33.30
ZS-CTP-1- GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$67.00	\$60.30
ZS-CTP-1- GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$37.00	\$33.30
ZS-CTP-1- GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$23.00	\$20.70

43230000-24-STC Page **23** of **61** Digital Security Solutions

ZS-CTP-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$19.00	\$17.10
ZS-CTP-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$15.00	\$13.50
ZS-CTP-1-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$75.00	\$67.50
ZS-CTP-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$42.00	\$37.80

ZS-CTP-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$26.00	\$23.40
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43230000-24-STC Page **24** of **61** Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$22.00	\$19.80
ZS-CTP-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$17.00	\$15.30

ZS-CTP-2-GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$126.00	\$113.40
ZS-CTP-2-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$74.00	\$66.60

43230000-24-STC Page **25** of **61** Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-2-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$47.00	\$42.30

ZS-CTP-2-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$39.00	\$35.10
ZS-CTP-2-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$30.00	\$27.00
ZS-CTP-2-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$143.00	\$128.70

43230000-24-STC Page **26** of **61** Digital Security Solutions

ZS-CTP-2-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$83.00	\$74.70
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ZS-CTP-2-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$53.00	\$47.70
ZS-CTP-2-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$43.00	\$38.70
ZS-CTP-2-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$34.00	\$30.60
ZS-CTP-3-GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$180.00	\$162.00

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-3-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$110.00	\$99.00
ZS-CTP-3-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$70.00	\$63.00
ZS-CTP-3-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$58.00	\$52.20

ZS-CTP-3-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$45.00	\$40.50
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43230000-24-STC Page **28** of **61** Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-3-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$203.00	\$182.70
ZS-CTP-3-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$125.00	\$112.50

ZS-CTP-3-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$79.00	\$71.10
ZS-CTP-3-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$65.00	\$58.50

43230000-24-STC Page 29 of 61 Digital Security Solutions

ZS-CTP-3-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$50.00	\$45.00
ZS-CTP-ISO UNLTD-GCM-1	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$200.00	\$180.00

ZS-CTP-ISO UNLTD-GCM 1000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$112.00	\$100.80
ZS-CTP-ISO UNLTD-GCM 10000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30
ZS-CTP-ISO UNLTD-GCM 25000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$57.00	\$51.30
ZS-CTP-ISO UNLTD-GCM 100000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk,	\$46.00	\$41.40

43230000-24-STC Page 30 of 61 Digital Security Solutions

		managed devices for 100000+ users in GovCloud Moderate. (Per User / Per Year)		
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ZS-CTP-ISO UNLTD-GCH-1	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$225.00	\$202.50
ZS-CTP-ISO UNLTD-GCH 1000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$126.00	\$113.40
ZS-CTP-ISO UNLTD-GCH 10000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$76.00	\$68.40
ZS-CTP-ISO UNLTD-GCH 25000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$65.00	\$58.50
ZS-CTP-ISO UNLTD-GCH 100000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud High. (Per User / Per Year)	\$52.00	\$46.80

ZS-RM-1-GCM-1	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30
ZS-RM-1-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$31.00	\$27.90
ZS-RM-1-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$18.00	\$16.20
ZS-RM-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$16.00	\$14.40
ZS-RM-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$12.00	\$10.80
ZS-RM-1-GCH-1	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$75.00	\$67.50

43230000-24-STC Page **32** of **61** Digital Security Solutions

ZS-RM-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$35.00	\$31.50
ZS-RM-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$21.00	\$18.90
ZS-RM-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$18.00	\$16.20
ZS-RM-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Risk Management / Deception Advanced for 100000+ users in GovCloud High. (Per User / Per Year)	\$13.00	\$11.70
ZS-RM-UVM GCM-1	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 1 to 999 users in GovCloud Moderate. (Per Asset / Per Year)	\$67.00	\$60.30

ZS-RM-UVM GCM-1000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 1000 to 9999 users in GovCloud Moderate. (Per Asset / Per Year)	\$32.00	\$28.80
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43230000-24-STC Page **33** of **61** Digital Security Solutions

ZS-RM-UVM GCM-10000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 10000 to 24999 users in GovCloud Moderate. (Per Asset / Per Year)	\$20.00	\$18.00
ZS-RM-UVM GCM-25000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 25000 to 99999 users in GovCloud Moderate. (Per Asset / Per Year)	\$18.00	\$16.20
ZS-RM-UVM GCM-100000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 100000+ users in GovCloud Moderate. (Per Asset / Per Year)	\$13.00	\$11.70
ZS-RM-UVM GCH-1	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 1 to 999 users in GovCloud High. (Per	\$75.00	\$67.50

		Asset / Per Year)		
ZS-RM-UVM GCH-1000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 1000 to 9999 users in GovCloud High. (Per Asset / Per Year)	\$36.00	\$32.40
ZS-RM-UVM GCH-10000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 10000 to 24999	\$22.00	\$19.80

43230000-24-STC Page 34 of 61 Digital Security Solutions

		users in GovCloud High. (Per Asset / Per Year)		
ZS-RM-UVM GCH-25000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 25000 to 99999 users in GovCloud High. (Per Asset / Per Year)	\$20.00	\$18.00

ZS-RM-UVM GCH-100000	Per User / Per Year	Annual subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De duplication, contextualization, mitigating controls and correlation of findings for 100000+ users in GovCloud High. (Per Asset / Per Year)	\$14.00	\$12.60
ZT-WKLD- GB STD- GCM-1	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1 to 999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$8.00	\$7.20
ZT-WKLD-GB STD-GCM- 1000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$6.00	\$5.40
ZT-WKLD- GB STD- GCM 10000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$5.00	\$4.50
ZT-WKLD- GB STD- GCM 25000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud	\$4.00	\$3.60

		Connector (where available) for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)		
ZT-WKLD-GB STD-GCM 100000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 100000+ GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$4.00	\$3.60
ZT-WKLD-GB STD-GCH-1	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1 to 999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$9.00	\$8.10
ZT-WKLD-GB STD-GCH-1000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 1000 to 9999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$7.00	\$6.30
ZT-WKLD-GB STD-GCH 10000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 10000 to 24999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$5.00	\$4.50

ZT-WKLD-GB STD-GCH 25000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) for 25000 to 99999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$5.00	\$4.50
ZT-WKLD-GB STD-GCH 100000	Per Year / Per GB of	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes	\$5.00	\$4.50

43230000-24-STC Page **36** of **61** Digital Security Solutions

	monthly traffic	Stateful filtering & Cloud Connector (where available) for 100000+ GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)		
ZT-WKLD-GB ADV-GCM-1	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1 to 999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$33.00	\$29.70
ZT-WKLD-GB ADV-GCM-1000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1000 to 9999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$21.00	\$18.90
ZT-WKLD-GB ADV-GCM-10000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 10000 to 24999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50

ZT-WKLD-GB ADV-GCM 25000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 25000 to 99999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$12.00	\$10.80
ZT-WKLD-GB ADV-GCM 100000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 100000+ GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$12.00	\$10.80

43230000-24-STC Page 37 of 61 Digital Security Solutions

ZT-WKLD-GB ADV-GCH-1	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1 to 999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$38.00	\$34.20
ZT-WKLD-GB ADV-GCH-1000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 1000 to 9999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$24.00	\$21.60
ZT-WKLD-GB ADV-GCH 10000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 10000 to 24999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$17.00	\$15.30

ZT-WKLD-GB ADV-GCH 25000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 25000 to 99999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$13.00	\$11.70
ZT-WKLD-GB ADV-GCH 100000	Per Year / Per GB of monthly traffic	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Supporting Internet Access, Private Access, Data Protection, Cyber Protection 100000+ GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$13.00	\$11.70
ZT-WKLD-GB ADV-PLUS GCM-1	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$50.00	\$45.00

43230000-24-STC Page 38 of 61 Digital Security Solutions

ZT-WKLD-GB ADV-PLUS GCM-1000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$27.00	\$24.30
ZT-WKLD-GB ADV-PLUS GCM-10000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$18.00	\$16.20
ZT-WKLD-GB ADV-PLUS GCM-25000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$14.00	\$12.60

ZT-WKLD-GB ADV-PLUS GCM-100000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$14.00	\$12.60
ZT-WKLD-GB ADV-PLUS GCH-1	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$56.00	\$50.40
ZT-WKLD-GB ADV-PLUS GCH-1000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$31.00	\$27.90
ZT-WKLD-GB ADV-PLUS GCH-10000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$20.00	\$18.00
ZT-WKLD-GB ADV-PLUS GCH-25000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50
ZT-WKLD-GB ADV-PLUS GCH-100000	Per Year / Per GB of monthly traffic	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50

43230000-24-STC Page 39 of 61 Digital Security Solutions

ZT-SDWAN ADV-GCM-1	Per Site / Per Year	Annual subscription for ZT SD WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site in GovCloud Moderate. (Per Site / Per Year)	\$638.00	\$574.20
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ZT-SDWAN ADV-GCH-1	Per Site / Per Year	Annual subscription for ZT SD WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site in GovCloud High. (Per Site / Per Year)	\$720.00	\$648.00
ZT-SDWAN ADV-PLUS GCM-1	Per Site / Per Year	Annual subscription for ZT SD WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features in GovCloud Moderate. (Per Site / Per Year)	\$2,660.00	\$2,394.00
ZT-SDWAN ADV-PLUS GCH-1	Per Site / Per Year	Annual subscription for ZT SD WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features in GovCloud High. (Per Site / Per Year)	\$3,000.00	\$2,700.00
ZT-SDWAN- 400- GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 400 appliance for up to 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly aggregated data transfer per site in GovCloud Moderate. (Per Box / Per Year)	\$6,384.00	\$5,745.60
ZT-SDWAN- 400- GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 400 appliance for up to 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly aggregated data transfer per site in GovCloud High. (Per Box / Per Year)	\$7,200.00	\$6,480.00

ZT-SDWAN-600- GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly aggregated data transfer per site in GovCloud Moderate. (Per Box / Per Year)	\$9,576.00	\$8,618.40
ZT-SDWAN-600- GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly aggregated data transfer per site in GovCloud High. (Per Box / Per Year)	\$10,800.00	\$9,720.00
ZT-SDWAN-800- GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and 400 GB of monthly data transfer per site in GovCloud Moderate. (Per Box / Per Year)	\$15,960.00	\$14,364.00
ZT-SDWAN-800- GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and 400 GB of monthly data transfer per site in GovCloud High. (Per Box / Per Year)	\$18,000.00	\$16,200.00
ZT-SDWAN-400- HA-GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs in GovCloud Moderate. (Per Box / Per Year)	\$1,064.00	\$957.60
ZT-SDWAN-400- HA-GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs in GovCloud High. (Per Box / Per Year)	\$1,200.00	\$1,080.00

43230000-24-STC Page 41 of 61 Digital Security Solutions

ZT-SDWAN-600- HA-GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs in GovCloud Moderate. (Per Box / Per Year)	\$4,256.00	\$3,830.40
ZT-SDWAN-600- HA-GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs in GovCloud High. (Per Box / Per Year)	\$4,800.00	\$4,320.00
ZT-SDWAN-800- HA-GCM-1	Per Box / Per Year	Annual subscription for ZT SD WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs in GovCloud Moderate. (Per Box / Per Year)	\$10,640.00	\$9,576.00
ZT-SDWAN-800- HA-GCH-1	Per Box / Per Year	Annual subscription for ZT SD WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs in GovCloud High. (Per Box / Per Year)	\$12,000.00	\$10,800.00
ZT-SDWAN DEV-GCM-1	Per Device / Per Year	Annual subscription for Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device) in GovCloud Moderate. (Per Device / Per Year)	\$133.00	\$119.70
ZT-SDWAN DEV-GCH-1	Per Device / Per Year	Annual subscription for ZT SD WAN for additional devices (up to 2GB additional per device) in GovCloud High. (Per Device / Per Year)	\$150.00	\$135.00

ZT-SDWAN-GB GCM-1	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$27.00	\$24.30
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43230000-24-STC Page 42 of 61 Digital Security Solutions

ZT-SDWAN-GB GCM-1000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$21.00	\$18.90
ZT-SDWAN-GB GCM-10000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50
ZT-SDWAN-GB GCM-25000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$13.00	\$11.70
ZT-SDWAN-GB GCM-100000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud Moderate. (Price Per Year / Per GB of monthly traffic)	\$13.00	\$11.70
ZT-SDWAN-GB GCH-1	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1 to 999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$30.00	\$27.00
ZT-SDWAN-GB GCH-1000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 1000 to 9999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$24.00	\$21.60

ZT-SDWAN-GB GCH-10000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 10000 to 24999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$17.00	\$15.30
ZT-SDWAN-GB GCH-25000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 25000 to 99999 GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50
ZT-SDWAN-GB GCH-100000	Per GB / Per Year	Annual subscription for ZT SD WAN for 1 GB of additional data transfer for 100000+ GB in GovCloud High. (Price Per Year / Per GB of monthly traffic)	\$15.00	\$13.50

43230000-24-STC Page **43** of **61** Digital Security Solutions

ZS-ZPA-1-GCM 1	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30
ZS-ZPA-1-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$55.00	\$49.50
ZS-ZPA-1-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$31.00	\$27.90
ZS-ZPA-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$27.00	\$24.30
ZS-ZPA-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$22.00	\$19.80

ZS-ZPA-1-GCH 1	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$75.00	\$67.50
ZS-ZPA-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$62.00	\$55.80
ZS-ZPA-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$35.00	\$31.50
ZS-ZPA-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$30.00	\$27.00

43230000-24-STC Page 44 of 61 Digital Security Solutions

ZS-ZPA-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year)	\$25.00	\$22.50
ZS-ZPA-2-GCM 1	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$126.00	\$113.40
ZS-ZPA-2-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$111.00	\$99.90
ZS-ZPA-2-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$62.00	\$55.80

ZS-ZPA-2-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$53.00	\$47.70
ZS-ZPA-2-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$45.00	\$40.50
ZS-ZPA-2-GCH 1	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$143.00	\$128.70
ZS-ZPA-2-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$125.00	\$112.50
ZS-ZPA-2-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$70.00	\$63.00

43230000-24-STC Page 45 of 61 Digital Security Solutions

ZS-ZPA-2-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$60.00	\$54.00
ZS-ZPA-2-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Private Access that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year)	\$50.00	\$45.00

ZS-ZPA PLATFORM GCM-1	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ZPA PLATFORM GCM-1000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$84.00	\$75.60
ZS-ZPA PLATFORM GCM-10000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$55.00	\$49.50
ZS-ZPA PLATFORM GCM-25000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$47.00	\$42.30

ZS-ZPA PLATFORM GCM-100000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$36.00	\$32.40
ZS-ZPA PLATFORM GCH-1	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ZPA PLATFORM GCH-1000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$95.00	\$85.50
ZS-ZPA PLATFORM GCH-10000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$62.00	\$55.80
ZS-ZPA PLATFORM GCH-25000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs, Source IP Anchoring, ZDX Standard, Browser-based access for 25000 to 99999 users in GovCloud High. (Per User /	\$53.00	\$47.70

		Per Year)		
ZS-ZPA PLATFORM GCH-100000	Per User / Per Year	Annual Subscription to Zscaler Private Access Advanced up to 20 App Segments, unlimited App Connectors and ZPA Virtual SEs,	\$41.00	\$36.90

43230000-24-STC Page 47 of 61 Digital Security Solutions

		Source IP Anchoring, ZDX Standard, Browser-based access for 100000+ users in GovCloud High. (Per User / Per Year)		
ZS-PRA-ADV GCM-1	Per User / Per Year	Annual subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard / File Transfer, Credential Mapping, Session Recording (10 hrs monthly) users in GovCloud Moderate. (Per System / Per Year)	\$638.00	\$574.20
ZS-PRA-ADV GCH-1	Per User / Per Year	Annual subscription to Zscaler Privileged Remote Access Advanced for SSH, RDP and VNC system, Clipboard / File Transfer, Credential Mapping, Session Recording (10 hrs monthly) in GovCloud High. (Per System / Per Year)	\$720.00	\$648.00

ZDX ADVANCED GCM-1	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$100.00	\$90.00
ZDX ADVANCED GCM-1000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30
ZDX ADVANCED GCM-10000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$45.00	\$40.50
ZDX ADVANCED GCM-25000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing	\$38.00	\$34.20

43230000-24-STC Page 48 of 61 Digital Security Solutions

		(25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)		
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ZDX ADVANCED GCM-100000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZDX ADVANCED GCH-1	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$113.00	\$101.70
ZDX ADVANCED GCH-1000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$76.00	\$68.40
ZDX ADVANCED GCH-10000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$50.00	\$45.00
ZDX ADVANCED GCH-25000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$42.00	\$37.80

ZDX ADVANCED GCH-100000	Per User / Per Year	Annual subscription to ZDX Advanced includes: 30 probes, UCaaS monitoring, Deep tracing (25 sessions); 5 mins Polling interval; 25 alert rules; 14 days of data retention; 10 webook int. for 100000+ users in GovCloud High. (Per User / Per Year)	\$33.00	\$29.70
ZDX ADVANCED PLUS-GCM-1	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$166.00	\$149.40
ZDX ADVANCED PLUS-GCM 1000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$130.00	\$117.00
ZDX ADVANCED PLUS-GCM 10000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$93.00	\$83.70
ZDX ADVANCED PLUS-GCM 25000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$77.00	\$69.30

ZDX ADVANCED PLUS-GCM 100000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user),	\$60.00	\$54.00
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43230000-24-STC Page **50** of **61** Digital Security Solutions

		Software process monitoring and reporting, ZDX Co-pilot Essentials for 100000+ users in GovCloud Moderate. (Per User / Per Year)		
ZDX ADVANCED PLUS-GCH-1	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$188.00	\$169.20
ZDX ADVANCED PLUS-GCH 1000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$147.00	\$132.30
ZDX ADVANCED PLUS-GCH 10000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$105.00	\$94.50

ZDX ADVANCED PLUS-GCH 25000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$87.00	\$78.30
ZDX ADVANCED PLUS-GCH 100000	Per User / Per Year	Annual subscription to ZDX Advanced Plus including ZDX Advanced as well as: Total 100 probes (30 probes / per user), Software process monitoring and reporting, ZDX Co-pilot Essentials for 100000+ users in GovCloud High. (Per User / Per Year)	\$68.00	\$61.20

43230000-24-STC Page **51** of **61** Digital Security Solutions

ZS-BIZ INSIGHTS- ADV GCM-1	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$80.00	\$72.00
ZS-BIZ INSIGHTS- ADV GCM- 1000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$31.00	\$27.90

ZS-BIZ INSIGHTS- ADV GCM- 10000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$22.00	\$19.80
ZS-BIZ INSIGHTS- ADV GCM- 25000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$19.00	\$17.10
ZS-BIZ INSIGHTS- ADV GCM- 100000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$15.00	\$13.50
ZS-BIZ INSIGHTS- ADV GCH-1	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$90.00	\$81.00

ZS-BIZ INSIGHTS- ADV GCH- 1000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$35.00	\$31.50
ZS-BIZ INSIGHTS- ADV GCH- 10000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$25.00	\$22.50
ZS-BIZ INSIGHTS- ADV GCH- 25000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$21.00	\$18.90
ZS-BIZ INSIGHTS- ADV GCH- 100000	Per User / Per Year	Annual subscription to Business Insights Advanced for SaaS, Infrastructure and Workforce insights for license cost savings and real estate utilization analysis for 100000+ users in GovCloud High. (Per User / Per Year)	\$16.00	\$14.40
ZS-SIPA-GCM-1	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$20.00	\$18.00

ZS-SIPA-GCM 1000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$14.00	\$12.60
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43230000-24-STC Page **53** of **61** Digital Security Solutions

ZS-SIPA-GCM 10000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$8.00	\$7.20
ZS-SIPA-GCM 25000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$7.00	\$6.30
ZS-SIPA-GCM 100000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$4.00	\$3.60
ZS-SIPA-GCH-1	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$23.00	\$20.70

ZS-SIPA-GCH 1000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$15.00	\$13.50
ZS-SIPA-GCH 10000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 10000 to 24999	\$10.00	\$9.00

43230000-24-STC Page 54 of 61 Digital Security Solutions

		users in GovCloud High. (Per User / Per Year)		
ZS-SIPA-GCH 25000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$8.00	\$7.20
ZS-SIPA-GCH 100000	Per User / Per Year	Annual subscription to to Source IP Anchoring to Selectively steer application traffic which needs source IP whitelisting up to 200MB per user per month (measured at a tenant level) for 100000+ users in GovCloud High. (Per User / Per Year)	\$5.00	\$4.50

ZS-TEST-ENV GCM-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users) in GovCloud Moderate. (Per Year)	\$53,200.00	\$47,880.00
ZS-TEST-ENV GCH-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment (Available for customers with more than 5000 users) in GovCloud High. (Per Year)	\$60,000.00	\$54,000.00
ZS-TEST-ENV ESS-GCM-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment. (Available for customers with fewer than 5000 users) in GovCloud Moderate. (Per Year)	\$26,600.00	\$23,940.00
ZS-TEST-ENV ESS-GCH-1	Per Year	Annual subscription to a Zscaler test environment (1 tenant) for up to 50 users that replicates the entitlements of the production environment. (Available for	\$30,000.00	\$27,000.00

43230000-24-STC Page **55** of **61** Digital Security Solutions

		customers with fewer than 5000 users) in GovCloud High. (Per Year)		
ZSC-PRI-CAT GCM-1	Per Unit / Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains in GovCloud Moderate. (Per Unit / Per Year)	\$66,500.00	\$59,850.00

ZSC-PRI-CAT GCH-1	Per Unit / Per Year	Annual subscription to daily (business day) URL categorization for customer's top 100 unknown domains in GovCloud High. (Per Unit / Per Year)	\$75,000.00	\$67,500.00
ZIA-SVC-EDGE 3-GCM-1	Per Unit / Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces in GovCloud Moderate. (Per Unit / Per Year) Requires separate approval	\$33,250.00	\$29,925.00
ZIA-SVC-EDGE 3-GCH-1	Per Unit / Per Year	Annual subscription to ZIA Private Service Edge hardware with 3 software instances, integrated load balancer and 1 GigE interfaces in GovCloud High. (Per Unit / Per Year) Requires separate approval	\$37,500.00	\$33,750.00
ZIA-SVC-EDGE 5-GCM-1	Per Unit / Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces in GovCloud Moderate. (Per Unit / Per Year) Requires separate approval	\$66,500.00	\$59,850.00
ZIA-SVC-EDGE 5-GCH-1	Per Unit / Per Year	Annual subscription to ZIA Private Service Edge hardware with 5 software instances, integrated load balancer and 10 GigE interfaces in GovCloud High. (Per Unit / Per Year) Requires separate approval	\$75,000.00	\$67,500.00
ZSC-PRIV-LB GCM-1	Per Unit / Per Year	Annual subscription to Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee in GovCloud	\$33,250.00	\$29,925.00

43230000-24-STC Page **56** of **61** Digital Security Solutions

		Moderate. (Per Unit / Per Year) Requires separate approval		
ZSC-PRIV-LB GCH-1	Per Unit / Per Year	Annual subscription to Zscaler Dedicated Load Balancer Hardware to load balance multiple Private Service Edge Hardware - 1 Year Mgmt Fee in GovCloud High. (Per Unit / Per Year) Requires separate approval	\$37,500.00	\$33,750.00
ZCES-PRO SVC-H-GCM-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCM-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00
ZCES-PRO FOUNDATION S GCM-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCM-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00

ZCES-PRO PREMIER- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours).</i>	\$183,000.00	\$164,700.00
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43230000-24-STC Page 57 of 61 Digital Security Solutions

		<i>Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>		
ZCES-PRO ADVISORY GCM-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCM-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- TEAM GCM- 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- SPECIAL ACCESS- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00

43230000-24-STC Page **58** of **61** Digital Security Solutions

ZCES-EDU ONSITE-FED GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00
ZCES-PRO SVC-H-GCH-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCH-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00

ZCES-PRO FOUNDATION S GCH-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCH-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00
ZCES-PRO PREMIER- GCH 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00

43230000-24-STC Page **59** of **61** Digital Security Solutions

ZCES-PRO ADVISORY GCH-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- TEAM GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- SPECIAL ACCESS-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page **60** of **61** Digital Security Solutions

43230000-24-STC Page **61** of **61** Digital Security Solutions

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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

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

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Precisely Price Proposal

Respondent: _Precisely_ _____

Solution Proposed: __DI Suite - Data Governance__

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

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

Tier	Price	Users/Data Assets
Tier 1	\$75,000.00	20/500K
Tier 2	\$115,000.00	75/2Million
Tier 3	\$160,000.00	250/8Million
Tier 4	\$190,000.00	500/16Million
Tier 5	\$270,000	1000/32Million
Tier 6	Custom	Custom

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

Name	Description	Price	Unit
Professional Services	T&M	\$300.00	1hr
Implementation Services	Custom	\$1,000-999999	Custom

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

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Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260


SailPoint L11 Price Proposal

Respondent: Insight


Solution Proposed: SailPoint Identity Security

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

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

Tier	Price	Unit
SaaS Identity Security software	MSRP	Qty 0-100
SaaS Identity Security software	15% off MSRP	Qty 101+
On-Premises Identity Security software	MSRP	Qty 0-100
On-Premises Identity Security software	15% off MSRP	Qty 101+
		 FL Contract - October 2024[24].xls

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

Name	Description	Price	Unit
SailPoint Services	Implementation, training, additional support, etc.	3% off MSRP	all
			 FL Contract - October 2024[24].xls

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____

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

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

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

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

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

Insight Public Sector, Inc. Service Hourly Rates

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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260

Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____

Solution Proposed: ServiceNow IT Service & Operations Management _____

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

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

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

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

Insight Public Sector, Inc. Service Hourly Rates

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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiSCANNER Cloud/FortiCLIENT EMS

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Price	Unit
500 Assets	\$ 3,150.00	Endpoint Pack
1000 Assets	\$ 5,985.00	Endpoint Pack
5000 Assets	\$ 24,750.00	Endpoint Pack
25-pack	\$ 1,283.40	Endpoint Pack
500-pack	\$ 13,230.00	Endpoint Pack
2000-pack	\$ 44,550.00	Endpoint Pack
10000-pack	\$ 181,440.00	Endpoint Pack
25-999 Endpoints	\$ 2,700.00	Endpoint Pack
1000-9999 Endpoints	\$ 5,400.00	Endpoint Pack
10000+ Endpoints	\$ 10,800.00	Endpoint Pack

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

Name	Description	Price	Unit
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiClient EMS Administrator Training - 2 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forticlient-ems-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=forticlient_ems_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 1,710.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiClient EMS Administrator Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forticlient-ems-administrator - Price includes lab access and lab guide. Study guide, exam voucher	\$ 270.00	Per Student

	and instructor facilitation not included		
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator	\$ 855.00	Per Student

	<ul style="list-style-type: none"> - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included 		
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyzer-analyst</p> <ul style="list-style-type: none"> - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included 	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <ul style="list-style-type: none"> - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyzer-analyst - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included 	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <ul style="list-style-type: none"> - Certification information: https://www.fortinet.com/training-certification - To schedule the certification exam: https://home.pearsonvue.com/fortinet 	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in</p>	\$ 180.00	Per Student

	Network Security and FCSS in Secure Access Service Edge) - Certification information: https://www.fortinet.com/training-certification - To schedule the certification exam: https://home.pearsonvue.com/fortinet		
Exam Session	Exam Session Single Proctor U voucher for FCX practical exam - FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity - To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310

Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

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

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

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

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

Insight Public Sector, Inc. Service Hourly Rates

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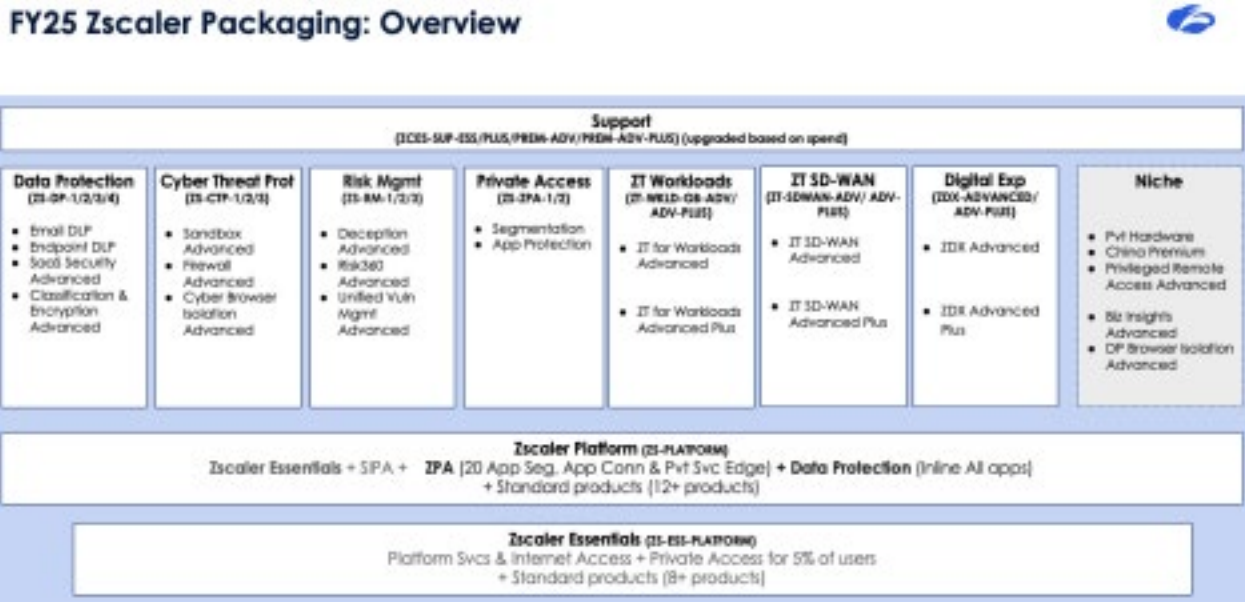
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Architect I	\$260
Architect II	\$285
Architect Sr	\$310
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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Respondent: Zscaler Government Solutions

Solution Proposed: Zscaler Zero Trust Exchange

Service Category: Service Category 13: Vulnerability Assessment and Management



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-ESS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User / Per Year)	\$100.00	\$90.00
ZS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)	\$200.00	\$180.00

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

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-RM-1	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$50.00	\$45.00
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43230000-24-STC Page 3 of 14 Digital Security Solutions

ZS-RM-2	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$95.00	\$85.50
ZS-RM-3	Per User / Per Year	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$135.00	\$121.50
ZS-RM UVM	Per User / Per Year	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.00	\$45.00

EDU-ZIA SVC- EDGE ESS	Per User / Per Year	Annual subscription to Zscaler Internet Access Essentials for Education Features include SIP, file type controls, Inline AV/AS, reputation phishing and command & control blocks, Advanced Threat Protection, Web 2.0, SSL/TLS Inspection, Bandwidth Control, Web Access Control, NSS, Mobile controls & reporting (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	\$10.00	\$9.00
EDU-ZIA SVC- EDGE ADV	Per User / Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	\$16.00	\$14.40

43230000-24-STC Page 4 of 14 Digital Security Solutions

EDU-ZIA SVC- EDGE DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.00	\$2.70
ZCES- DEP ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	\$8,000.00	\$7,200.00

ZCES- DEP ESSPLU S	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	\$16,000.00	\$14,400.00
ZCES- DEP ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	\$32,000.00	\$28,800.00
ZCES- DEP ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$72,000.00	\$64,800.00
ZCES- DEP ENTPLU S	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$136,000.00	\$122,400.00
ZCES- PRO CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	\$300.00	\$270.00

43230000-24-STC Page 5 of 14 Digital Security Solutions

ZCES- EDU CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
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ZCES- EDU ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00
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Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-ESS PLATFORM GCM-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFORM GCM-1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFORM GCM-10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFORM GCM-25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90

ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30

ZS-ESS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
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43230000-24-STC Page 7 of 14 Digital Security Solutions

ZS-ESS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90
ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$266.00	\$239.40

ZS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$171.00	\$153.90
ZS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$104.00	\$93.60

43230000-24-STC Page 8 of 14 Digital Security Solutions

ZS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$88.00	\$79.20
ZS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$65.00	\$58.50
ZS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$300.00	\$270.00
ZS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$193.00	\$173.70

ZS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$117.00	\$105.30
ZS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$99.00	\$89.10
ZS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	\$73.00	\$65.70
ZCES- SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	20%

43230000-24-STC Page 9 of 14 Digital Security Solutions

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

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

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
ZCES-PRO SVC-H-GCM-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCM-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365	\$15,000.00	\$13,500.00

43230000-24-STC Page 10 of 14 Digital Security Solutions

		days of purchase. (US Citizen Required)		
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ZCES-PRO FOUNDATION S GCM-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCM-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00
ZCES-PRO PREMIER- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00
ZCES-PRO ADVISORY GCM-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCM-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- TEAM GCM- 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- SPECIAL ACCESS- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00
ZCES-PRO SVC-H-GCH-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCH-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00

43230000-24-STC Page 12 of 14 Digital Security Solutions

ZCES-PRO FOUNDATION S GCH-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCH-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00
ZCES-PRO PREMIER- GCH 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00
ZCES-PRO ADVISORY GCH-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- TEAM GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80</i>	\$480,000.00	\$432,000.00
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43230000-24-STC Page 13 of 14 Digital Security Solutions

		<i>hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>		
ZCES-PRO RES-12- SPECIAL ACCESS-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page 14 of 14 Digital Security Solutions

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiNDR

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

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

Tier	Price	Unit
8 CPU	\$ 21,600.00	Per Instance
16 CPU	\$ 43,560.00	Per Instance
32 CPU	\$ 68,607.00	Per Instance
1 Gb per Day	\$ 64,800.00	Per Instance
1000 EPS	\$ 54,000.00	Per Instance
1GB Logs per day (40GB - 99GB)	\$ 360.00	Per Instance
1GB Logs per day (100GB - 249GB)	\$ 315.00	Per Instance
1GB Logs per day (250GB - 499GB)	\$ 289.80	Per Instance
1GB Logs per day (500GB - 999GB)	\$ 267.30	Per Instance
1GB Logs per day (1000GB - 1999GB)	\$ 245.70	Per Instance
1GB Logs per day (2000GB+)	\$ 225.90	Per Instance
10 FortiSIEM Compute Units (FCU)	\$ 25,200.00	Per Instance
Additional 500GB online storage	\$ 6,750.00	Per Instance
Archive 500GB storage	\$ 1,530.00	Per Instance
50 Device Minimum	\$ 156.97	Endpoint Pack
150 Device Minimum	\$ 126.97	Endpoint Pack
300 Device Minimum	\$ 111.08	Endpoint Pack
500 Device Minimum	\$ 100.65	Endpoint Pack
1000 Device Minimum	\$ 88.05	Endpoint Pack
2000 Device Minimum	\$ 77.02	Endpoint Pack
4000 Device Minimum	\$ 67.37	Endpoint Pack
50 Endpoint Minimum	\$ 78.49	Endpoint Pack
150 Endpoint Minimum	\$ 63.49	Endpoint Pack
300 Endpoint Minimum	\$ 55.54	Endpoint Pack
500 Endpoint Minimum	\$ 50.33	Endpoint Pack
1000 Endpoint Minimum	\$ 44.03	Endpoint Pack
2000 Endpoint Minimum	\$ 38.51	Endpoint Pack
4000 Endpoint Minimum	\$ 33.69	Endpoint Pack
5000 Endpoint Minimum	\$ 32.27	Endpoint Pack
50 Agents Minimum	\$ 48.35	Endpoint Pack
100 Agents Minimum	\$ 43.86	Endpoint Pack
200 Agents Minimum	\$ 37.93	Endpoint Pack
500 Agents Minimum	\$ 33.44	Endpoint Pack
1000 Agents Minimum	\$ 28.95	Endpoint Pack
25 UEBA Agent Telemetry	\$ 34.20	Endpoint Pack
500 UEBA Agent Telemetry	\$ 32.40	Endpoint Pack
10000 UEBA Agent Telemetry	\$ 29.70	Endpoint Pack
Additional EPS	\$ 5.40	Endpoint Pack

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiNDR-VM Central Management Subscription FortiNDR Central Management VM Subscription License, managed up to 10 FortiNDR on-premise sensor(s) deployment, includes FortiCare premium	FortiNDR-VM Central Management Subscription 1 Year FortiNDR Central Management VM Subscription License, managed up to 10 FortiNDR on-premise sensor(s) deployment, includes FortiCare premium	\$ 990.00	Per Instance
FortiNDR-VM Central Management Subscription FortiNDR Central Management Subscription License, managed up to unlimited number of FortiNDR on-premise sensor(s) deployment, includes FortiCare premium.	FortiNDR-VM Central Management Subscription 1 Year FortiNDR Central Management Subscription License, managed up to unlimited number of FortiNDR on-premise sensor(s) deployment, includes FortiCare premium.	\$ 4,500.00	Per Instance
FortiNDR Cloud-SAAS Services Throughput True-up SKU for traffic overages in FortiNDR Cloud for 1 Gbps of metered usage	FortiNDR Cloud-SAAS Services Throughput True-up SKU for traffic overages in FortiNDR Cloud for 1 Gbps of metered usage	\$ 6,300.00	Per Instance
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance

FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$	39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$	855.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day -Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$	855.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$	63.00	Per Student

Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student
Exam Session	<p>Exam Session Single Proctor U voucher for FCX practical exam</p> <p>- FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity</p> <p>- To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139</p>	\$ 1,440.00	Per Student
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	\$ 9.90	Per Agent
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 500-999 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 500-999 Agents	\$ 9.00	Per Agent

FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 1000+ Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 1000+ Agents	\$	8.10	Per Agent
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$	15.30	Per Agent
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$	9.90	Per Agent
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$	9.00	Per Agent
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	\$	3,267.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	\$	5,940.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	\$	8,583.30	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	\$	12,820.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	\$	15,726.60	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	\$ 16,546.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	\$ 21,322.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	\$ 27,414.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	\$ 49,347.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	\$ 65,146.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	\$ 80,820.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	\$ 89,924.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	\$ 97,118.10	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	\$ 101,974.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	\$ 104,887.80	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	\$ 106,199.10	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	\$ 110,970.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	\$ 146,554.20	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	\$ 175,865.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	\$ 197,848.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	\$ 247,311.00	Per Instance
FortiSIEM Manager Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	FortiSIEM Manager 1 Year Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	\$ 4,500.00	Per Instance
IOC Service for FortiSIEM deployments (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 1,883.63	Per Instance
IOC Service for FortiSIEM deployments (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 3,047.33	Per Instance
IOC Service for FortiSIEM deployments (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 5,331.74	Per Instance

IOC Service for FortiSIEM deployments (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 7,997.62	Per Instance
IOC Service for FortiSIEM deployments (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 9,662.11	Per Instance
IOC Service for FortiSIEM deployments (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 12,077.64	Per Instance
IOC Service for FortiSIEM deployments (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 15,848.46	Per Instance
IOC Service for FortiSIEM deployments (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 21,131.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 27,727.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 36,970.56	Per Instance
IOC Service for FortiSIEM deployments (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 48,509.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 64,679.04	Per Instance
IOC Service for FortiSIEM deployments (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 72,763.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$ 80,848.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 2,690.64	Per Instance

- UEBA Telemetry" equals 1 point.			
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 4,708.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 8,236.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 11,424.96	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$ 14,410.80	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	17,254.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	23,932.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	30,187.44	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	41,872.32	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	52,814.16	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	73,258.56	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	92,402.64	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	101,616.48	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$	110,634.48	Per Instance
FortiSIEM High Availability - Subscription (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	\$	3,107.70	Per Instance
FortiSIEM High Availability - Subscription (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	\$	6,216.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	\$	10,056.60	Per Instance

FortiSIEM High Availability - Subscription (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	\$	13,195.80	Per Instance
FortiSIEM High Availability - Subscription (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	\$	17,595.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	\$	19,927.80	Per Instance
FortiSIEM High Availability - Subscription (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	\$	29,892.60	Per Instance
FortiSIEM High Availability - Subscription (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	\$	33,810.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	\$	50,715.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	\$	59,152.50	Per Instance
FortiSIEM High Availability - Subscription (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	\$	88,729.20	Per Instance
FortiSIEM High Availability - Subscription (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	\$	106,720.20	Per Instance
FortiSIEM High Availability - Subscription (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	\$	120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	\$	120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	\$	120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	\$	120,060.90	Per Instance

FortiSIEM High Availability - Subscription (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
FortiSIEM High Availability - Subscription (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	\$ 120,060.90	Per Instance
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiSIEM Training - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortisiem&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 2,610.00	Per Student
Lab Access - Standard Training Lab Environment	Lab Access - Standard Training Lab Environment FCP - FortiSIEM Lab Access - One-time on-demand lab access within self-paced course. - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem - Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included	\$ 405.00	Per Student
Classroom, Virtual ILT	Classroom, Virtual ILT FCSS - Advanced Analytics Training (FortiSIEM Advanced - MSSP) - 3 days - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem	\$ 2,610.00	Per Student

	<p>ry_advanced-analytics</p> <p>- Upcoming sessions:</p> <p>https://training.fortinet.com/local/schedule/?course%5B0%5D=advanced_analytics&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>		
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FortiSIEM Parser Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description:</p> <p>https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem-parser</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 270.00	Per Student
After Business Hours/ Weekend Service Surcharge	<p>After Business Hours/ Weekend Service Surcharge Per Day</p> <p>Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge</p>	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	<p>FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.</p>	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	<p>FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.</p>	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	<p>FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.</p>	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day</p>	\$ 855.00	Per Student

	<p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>		
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p>	\$ 360.00	Per Student

	- To schedule the certification exam: https://home.pearsonvue.com/fortinet		
Exam Voucher	Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge) - Certification information: https://www.fortinet.com/training-certification - To schedule the certification exam: https://home.pearsonvue.com/fortinet	\$ 180.00	Per Student
Exam Session	Exam Session Single Proctor U voucher for FCX practical exam - FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity - To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

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By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: __ Google Mandiant _____

Solution Proposed: Google Threat Intelligence

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

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

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

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

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

THREAT-INTEL-ENTERPRISE-API-ADD-ON			
Google Threat Intelligence Enterprise Plus tier subscription API daily call add on: THREAT-INTEL-ENTERPRISE-PLUS-API-ADD-ON	Google Threat Intelligence Enterprise Plus tier subscription API Daily Call Add On	\$120,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier file feed add on: THREAT-INTEL-FILE-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier file feed add on	\$374,400.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier URL feed add on: THREAT-INTEL-URL-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier URL feed add on	\$272,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier domain feed add on: THREAT-INTEL-DOMAIN-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier domain feed add on	\$272,000.00	Per Legal Entity Per Year
Google Threat Intelligence Enterprise Plus tier IP address feed add on: THREAT-INTEL-IP-ADDRESS-FEED-ADD-ON	Google Threat Intelligence Enterprise Plus tier IP address feed add on	\$208,000.00	Per Legal Entity Per Year

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Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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	

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Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____

Solution Proposed: SocureGov Full Passive Verification w/Fraud, Digital Intelligence and Support
FR-BO2-SYN / PS-M39-DIG

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

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

Tier	Price	Unit
0-2,000,000 Annual Transactions	2.06	1
2,000,0001-5,000,000 Annual Transactions	1.96	1
5,000,001 + Annual Transactions	1.86	1

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

Name	Description	Price	Unit
SocureGovSetup Fee	Set up SocureGov API for Customers - Non Recurring - FR-SetupFee	\$ 32,500.00	One Time
SocureGov Decision Module	SocureGov Decision Module: The end user's logic (or baseline logic) that returns a decision of Accept, Reject, Review, Resubmit, or Refer. This Annual price is billed at a rate of \$ 1625.00 per month - FR-ANL-DEC	\$ 19,500.00	Annual
Annual Support Tier 1 SocureGov	Support for SocureGov based on purchases from \$50,000-\$100,000 (Annual) - FR-SuppTier1	\$ 32,500.00	Annual
Annual Support Tier 2 SocureGov	Support for SocureGov based on purchases from \$101,000-\$150,000 (Annual) - FR-SuppTier2	\$ 48,750.00	Annual
Annual Support Tier 3 SocureGov	Support for SocureGov based on purchases from \$151,000-\$250,000 (Annual) - FR-SuppTier3	\$ 81,250.00	Annual
Annual Support Tier 4 SocureGov	Support for SocureGov based on purchases from \$251,000-\$500,000 (Annual) - FR-SuppTier4	\$ 162,500.00	Annual
Annual Support Tier 5 SocureGov	Support for SocureGov based on purchases from \$501,000-\$1,000,000 (Annual) - FR-SuppTier5	\$ 325,000.00	Annual

Annual Support Tier 6 SocureGov	Support for SocureGov based on purchases over \$1,000,001 (Annual) - FR-SuppTier6	\$ 650,000.00	Annual
SocureGov Full Passive Verification Bundle	SocureGov Bundle Includes: Identity Verification, Identity Fraud Score, Synthetic Fraud Score, Device Risk, Email RiskScore, Phone RiskScore, Address RiskScore, Alert List. Priced Per API Call. - FR-B02_SYN	\$ 1.36	Per API Call
SocureGov Full Passive Verification Bundle w/Fraud & Global Watchlist Standard	SocureGov Bundle Includes: Identity Verification, Identity Fraud, Synthetic Fraud, Device Risk, Email, Phone, Address, Global Watchlist Standard, Alert List. Priced Per API Call. - FR-B03_SYN	\$ 1.55	Per API Call
SocureGov Email Risk Score	SocureGov Email RiskScore is a solution to assess risk associated with an email address, as well as the correlation between the email address and the supplied identity. Priced Per API Call. - FR-M01-EML	\$ 0.20	Per API Call
SocureGov Phone Risk Score	SocureGov Phone RiskScore is a solution to assess risk associated with a phone number, as well as the correlation between the phone number and the supplied identity. Priced Per API Call. - FR-M02-PHO	\$ 0.20	Per API Call
SocureGov Address Risk Score	SocureGov Address RiskScore is a solution to assess risk associated with an address, as well as the correlation between the address and the supplied identity. Priced Per API Call. - FR-M03-ADR	\$ 0.20	Per API Call
SocureGov Digital Intelligence Suite	SocureGov Digital Intelligence Suite: Digital intelligence suite is an API based service that provides Device Intelligence, Behavioral Analytics, and Entity Profiler. - FR-M39-DIG	\$ 0.20	Per API Call
SocureGov IAL2 Bundle	SocureGov Bundle Includes: Identity Verification, Identity Fraud Score, Synthetic Fraud Score, Device Risk, Email RiskScore, Phone RiskScore, Address RiskScore, Alert List, Document Verification,	\$ 3.58	Per API Call

	Biometric Verification. Priced Per API Call. - FR-IAL2_SYN		
SocureGov IAL2 Bundle w/Image Alert List	SocureGov Bundle Includes: Identity Verification , Identity Fraud, Synthetic Fraud, Device, Email, Phone, Address, Image Alert List, Alert List, Biometric Verification. Priced Per API Call. - FR-IAL2_Alert	\$ 3.75	Per API Call
SocureGov Document Verification	SocureGov Document Verification, Device, Document Verification Reason Codes. Priced Per API Call. - FR-M09_DOVB	\$ 1.43	Per API Call
SocureGov Document Verification with Liveness	SocureGov Document Verification, Biometric Verification compliant with ISO/IEC 30107-3 Liveness Presentation Attack Detection Level 2, Device, Document Verification Reason Codes. Priced Per API Call. - FR-M21_DV2B	\$ 2.15	Per API Call
SocureGov Document Verification with Liveness & Image Alert list	SocureGov Document Verification, Biometric Verification with NIST Liveness PAD L2, Device, Image Alert List, Document Verification Reason Codes. Priced Per API Call. - FR-M36-DV3	\$ 2.43	Per API Call
SocureGov Identity Fraud Score	SocureGov Identity Fraud Score assesses the risk of third-party fraud and provides a score and reason codes in less than a second. Priced Per API Call. - FR-M04-FRA	\$ 0.64	Per API Call
SocureGov Identity Verification	SocureGov Identity Verification assesses whether personally identifiable information (PII) submitted matches a real person and provides scores and reason codes in less than a second. Priced Per API Call. - FR-M05-KYC	\$ 0.72	Per API Call
SocureGov Synthetic Fraud Score	SocureGov Synthetic Fraud Score assesses the risk of synthetic fraud and provides a score and reason codes in less than a second. Priced Per API Call. - FR-M17-SYN	\$ 0.64	Per API Call
SocureGov Fraud Bundle	SocureGov Bundle Includes: Identity Fraud Score, Synthetic	\$ 0.64	Per API Call

	Fraud Score, Device Risk, Email RiskScore, Phone RiskScore, Address RiskScore, Alert List. Priced Per API Call. - FR-B01_SYN		
SocureGov Device Risk	SocureGov Device Risk verifies session authenticity by collecting unique features from a device or browser and allows you to positively identify devices during subsequent visits. Priced Per API Call. - FR-M18-DEV	\$ 0.05	Per API Call
SocureGov Global Watchlist Standard	SocureGov Global Watchlist Standard is a solution to screen individuals and businesses against various sanctions watchlists (e.g., OFAC) to identify risks related to anti-money laundering (AML) & counter-terrorism financing (CTF). - FR-M06-WL1	\$ 0.70	Per API Call
Trusted Referee Addon	Socure Trusted Referee Service Addon to existing product - PS-TREF-Addon	\$ 22.50	Per Call
Full Trusted Referee	Full Socure Trusted Referee Workflow at IAL2 - PS-TREF-IAL2	\$ 25.00	Per Call
Account Intelligence	Account Intelligence Status/Ownership. Priced Per API Call. Additional discounts are available to be negotiated based on volume, annual minimum, and commitment length, as agreed upon in writing by the user agency and contractor. - PS-MO6-ASO	\$ 0.55	Priced Per API Call
SocureGov Tier 1 Batch	Tier 1 >50MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 1	\$ 0.04	Per Batch
SocureGov Tier 2 Batch	Tier 2 25-49MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 2	\$ 0.05	Per Batch

SocureGov Tier 3 Batch	Tier 3 10-24MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 3	\$ 0.08	Per Batch
SocureGov Tier 4 Batch	Tier 4 <10MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 4	\$ 0.13	Per Batch

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Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

Name	Description	Price	Unit
SocureGovSetup Fee	Set up SocureGov API for Customers - Non Recurring - FR-SetupFee	\$ 32,500.00	One Time
SocureGov Decision Module	SocureGov Decision Module: The end user's logic (or baseline logic) that returns a decision of Accept, Reject, Review, Resubmit, or Refer. This Annual price is billed at a rate of \$ 1625.00 per month - FR-ANL-DEC	\$ 19,500.00	Annual
Annual Support Tier 1 SocureGov	Support for SocureGov based on purchases from \$50,000-\$100,000 (Annual) - FR-SuppTier1	\$ 32,500.00	Annual
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Annual Support Tier 5 SocureGov	Support for SocureGov based on purchases from \$501,000-\$1,000,000 (Annual) - FR-SuppTier5	\$ 325,000.00	Annual
Annual Support Tier 6 SocureGov	Support for SocureGov based on purchases over \$1,000,001 (Annual) - FR-SuppTier6	\$ 650,000.00	Annual
SocureGov Full Passive Verification Bundle	SocureGov Bundle Includes: Identity Verification, Identity Fraud Score, Synthetic Fraud Score, Device Risk, Email RiskScore, Phone RiskScore, Address RiskScore, Alert List. Priced Per API Call. - FR-B02_SYN	\$ 1.36	Per API Call

SocureGov Full Passive Verification Bundle w/Fraud & Global Watchlist Standard	SocureGov Bundle Includes: Identity Verification, Identity Fraud, Synthetic Fraud, Device Risk, Email, Phone, Address, Global Watchlist Standard, Alert List. Priced Per API Call. - FR-B03_SYN	\$ 1.55	Per API Call
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SocureGov Digital Intelligence Suite	SocureGov Digital Intelligence Suite: Digital intelligence suite is an API based service that provides Device Intelligence, Behavioral Analytics, and Entity Profiler. - FR-M39-DIG	\$ 0.20	Per API Call

SocureGov IAL2 Bundle	SocureGov Bundle Includes: Identity Verification, Identity Fraud Score, Synthetic Fraud Score, Device Risk, Email RiskScore, Phone RiskScore, Address RiskScore, Alert List, Document Verification, Biometric Verification. Priced Per API Call. - FR-IAL2_SYN	\$ 3.58	Per API Call
SocureGov IAL2 Bundle w/Image Alert List	SocureGov Bundle Includes: Identity Verification, Identity Fraud, Synthetic Fraud, Device, Email, Phone, Address, Image Alert List, Alert List, Biometric Verification. Priced Per API Call. - FR-IAL2_Alert	\$ 3.75	Per API Call
SocureGov Document Verification	SocureGov Document Verification, Device, Document Verification Reason Codes. Priced Per API Call. - FR-M09_DOVB	\$ 1.43	Per API Call
SocureGov Document Verification with Liveness	SocureGov Document Verification, Biometric Verification compliant with ISO/IEC 30107-3 Liveness Presentation Attack Detection Level 2, Device, Document Verification Reason Codes. Priced Per API Call. - FR-M21_DV2B	\$ 2.15	Per API Call
SocureGov Document Verification with Liveness & Image Alert list	SocureGov Document Verification, Biometric Verification with NIST Liveness PAD L2, Device, Image Alert List, Document Verification Reason Codes. Priced Per API Call. - FR-M36-DV3	\$ 2.43	Per API Call
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SocureGov Tier 2 Batch	Tier 2 25-49MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 2	\$ 0.05	Per Batch
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SocureGov Tier 4 Batch	Tier 4 <10MM: Batch processing with Identity Verification, Identity Fraud Score & Reason Codes and Synthetic Fraud Score & Reason Codes. Priced per API call per batch. Minimum \$150,000 per batch. - FR-C002-BATCH-Fill-A Tier 4	\$ 0.13	Per Batch

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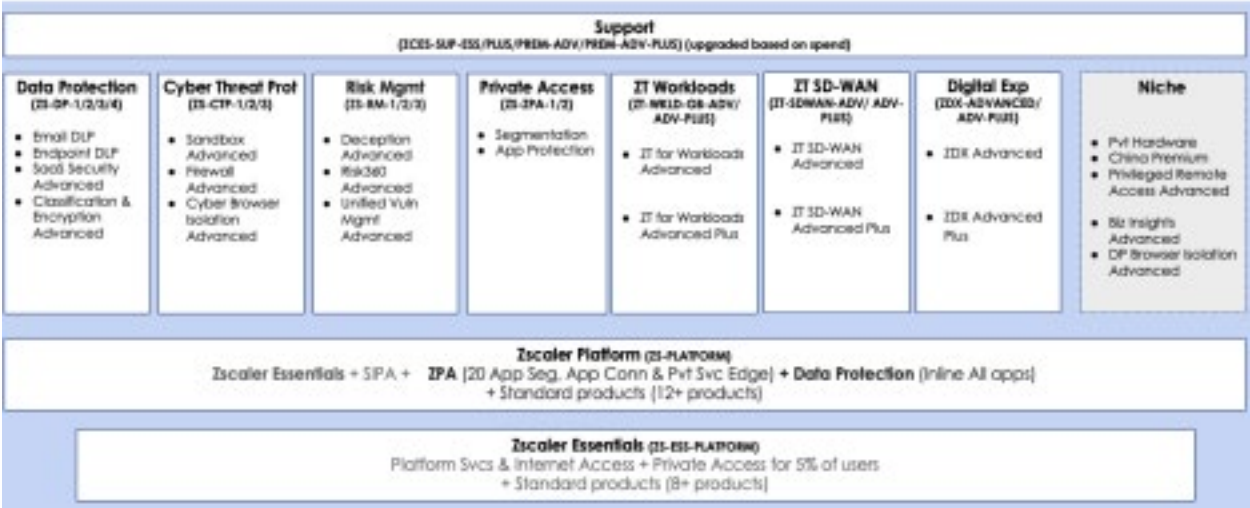
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Sr Business Analyst	\$235
Business Architect	\$260

43230000-24-STC Page 1 of 22 Digital Security Solutions
Respondent: Zscaler Government Solutions

Solution Proposed: Zscaler Zero Trust Exchange

Service Category: Service Category 14: Cybersecurity Threat Intelligence (CTI)
FY25 Zscaler Packaging: Overview



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Flori da DSS (2025)
ZS-ESS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User / Per Year)	\$100.00	\$90.00
ZS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)	\$200.00	\$180.00

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

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-CTP-1	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$50.00	\$45.00
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43230000-24-STC Page 3 of 22 Digital Security Solutions

ZS-CTP-2	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$95.00	\$85.50
ZS-CTP-3	Per User / Per Year	Annual Subscription to Zscaler Inline Cyber Threat Protection that includes all of the following (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$135.00	\$121.50
ZS-CTP ISO-UNLTD	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk based and managed devices. (Per User / Per Year)	\$150.00	\$135.00
EDU-ZIA SVC- EDGE ADV	Per User / Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based	\$16.00	\$14.40

		deployment exclusively		
EDU-ZIA SVC- EDGE DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.00	\$2.70
ZCES- DEP ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	\$8,000.00	\$7,200.00

43230000-24-STC Page 4 of 22 Digital Security Solutions

ZCES- DEP ESSPLU S	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	\$16,000.00	\$14,400.00
ZCES- DEP ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	\$32,000.00	\$28,800.00

ZCES- DEP ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$72,000.00	\$64,800.00
ZCES- DEP ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$136,000.00	\$122,400.00
ZCES- PRO CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	\$300.00	\$270.00
ZCES- EDU CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES- EDU ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page 5 of 22 Digital Security Solutions

Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-ESS PLATFORM GCM-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70

ZS-ESS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90
ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler	\$98.00	\$88.20

43230000-24-STC Page 6 of 22 Digital Security Solutions

		standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)		
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ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90
ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00

43230000-24-STC Page 7 of 22 Digital Security Solutions

ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$266.00	\$239.40
ZS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$171.00	\$153.90
ZS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$104.00	\$93.60
ZS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$88.00	\$79.20

ZS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$65.00	\$58.50
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43230000-24-STC Page 8 of 22 Digital Security Solutions

ZS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$300.00	\$270.00
ZS PLATFOR M GCH-1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$193.00	\$173.70
ZS PLATFOR M GCH-10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$117.00	\$105.30
ZS PLATFOR M GCH-25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$99.00	\$89.10
ZS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	\$73.00	\$65.70
ZCES- SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	20%

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

43230000-24-STC Page 9 of 22 Digital Security Solutions

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

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-CTP-1-GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$67.00	\$60.30
ZS-CTP-1-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$37.00	\$33.30

43230000-24-STC Page 10 of 22 Digital Security Solutions

ZS-CTP-1-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$23.00	\$20.70
ZS-CTP-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$19.00	\$17.10

ZS-CTP-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$15.00	\$13.50
ZS-CTP-1-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$75.00	\$67.50
ZS-CTP-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$42.00	\$37.80

43230000-24-STC Page 11 of 22 Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
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ZS-CTP-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$26.00	\$23.40
ZS-CTP-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$22.00	\$19.80
ZS-CTP-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$17.00	\$15.30
ZS-CTP-2-GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$126.00	\$113.40

ZS-CTP-2-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$74.00	\$66.60
ZS-CTP-2-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$47.00	\$42.30
ZS-CTP-2-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$39.00	\$35.10
ZS-CTP-2-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$30.00	\$27.00

ZS-CTP-2-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$143.00	\$128.70
ZS-CTP-2-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$83.00	\$74.70
ZS-CTP-2-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$53.00	\$47.70
ZS-CTP-2-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$43.00	\$38.70

ZS-CTP-2-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$34.00	\$30.60
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43230000-24-STC Page 14 of 22 Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-3-GCM 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$180.00	\$162.00
ZS-CTP-3-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$110.00	\$99.00

ZS-CTP-3-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$70.00	\$63.00
ZS-CTP-3-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following (for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced	\$58.00	\$52.20

43230000-24-STC Page 15 of 22 Digital Security Solutions

		3.) Cyber Browser Isolation Advanced		
ZS-CTP-3-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$45.00	\$40.50

ZS-CTP-3-GCH 1	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$203.00	\$182.70
ZS-CTP-3-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$125.00	\$112.50
ZS-CTP-3-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$79.00	\$71.10

43230000-24-STC Page 16 of 22 Digital Security Solutions

ZS-CTP-3-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$65.00	\$58.50
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ZS-CTP-3-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Inline Cyber Threat Protection that includes three of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Sandbox Advanced 2.) Firewall Advanced 3.) Cyber Browser Isolation Advanced	\$50.00	\$45.00
ZS-CTP-ISO UNLTD-GCM-1	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$200.00	\$180.00
ZS-CTP-ISO UNLTD-GCM 1000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$112.00	\$100.80
ZS-CTP-ISO UNLTD-GCM 10000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30
ZS-CTP-ISO UNLTD-GCM 25000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet	\$57.00	\$51.30

		bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)		
ZS-CTP-ISO UNLTD-GCM 100000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$46.00	\$41.40
ZS-CTP-ISO UNLTD-GCH-1	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$225.00	\$202.50
ZS-CTP-ISO UNLTD-GCH 1000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$126.00	\$113.40
ZS-CTP-ISO UNLTD-GCH 10000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$76.00	\$68.40

ZS-CTP-ISO UNLTD-GCH 25000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$65.00	\$58.50
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43230000-24-STC Page 18 of 22 Digital Security Solutions

ZS-CTP-ISO UNLTD-GCH 100000	Per User / Per Year	Annual subscription to Annual subscription to Cyber Browser Isolation Unlimited for internet bound traffic. Includes URL, Cloud App control, user-risk, device-risk, managed devices for 100000+ users in GovCloud High. (Per User / Per Year)	\$52.00	\$46.80
ZCES-PRO SVC-H-GCM-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCM-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00
ZCES-PRO FOUNDATION S GCM-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00

ZCES-PRO ENTERPRIS E GCM-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00
ZCES-PRO PREMIER- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00

43230000-24-STC Page 19 of 22 Digital Security Solutions

ZCES-PRO ADVISORY GCM-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCM-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- TEAM GCM- 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- SPECIAL ACCESS- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page **20** of **22** Digital Security Solutions

ZCES-PRO SVC-H-GCH-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCH-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00

ZCES-PRO FOUNDATION S GCH-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCH-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00
ZCES-PRO PREMIER- GCH 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00
ZCES-PRO ADVISORY GCH-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00

43230000-24-STC Page 21 of 22 Digital Security Solutions

ZCES-PRO RES-12-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
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ZCES-PRO RES-12- TEAM GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- SPECIAL ACCESS-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
ZCES-EDU CREDIT-FED GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page **22** of **22** Digital Security Solutions

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: _____ Cisco _____

Solution Proposed: _____ Cisco User Protection Suite _____

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
User Protection Suite Advantage with Enhanced Support for 100 to 999 users	311.47	Per user per 12 months
User Protection Suite Advantage with Enhanced Support for 1,000 to 9,999 users	244.75	Per user per 12 months
User Protection Suite Advantage with Enhanced Support for over 10,000 users	189.20	Per user per 12 months

Insight Public Sector, Inc. Service Hourly Rates

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Sr Consultant	\$260
Principal Consultant	\$285

Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260


CommVault Price Proposal

Respondent: __CommVault__

Solution Proposed: __CommVault Cloud, powered by Metallic AI__

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
	 Commvault State of FLA RFP Pricing .xlsx	

Insight Public Sector, Inc. Service Hourly Rates

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Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: FortinetDLP

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
50-499	\$ 108.00	Per Endpoint
500-1999	\$ 94.50	Per Endpoint
2000-9999	\$ 74.70	Per Endpoint
10000+	\$ 61.20	Per Endpoint
Up to 999	\$ 5,850.00	Install Service
1000-9999	\$ 9,000.00	Install Service
10000+	\$ 22,500.00	Install Service
1 CPU	\$ 191.70	Per Instance
2 CPU	\$ 386.10	Per Instance
4 CPU	\$ 779.40	Per Instance
8 CPU	\$ 1,589.40	Per Instance
16 CPU	\$ 3,302.10	Per Instance
32 CPU	\$ 7,092.90	Per Instance
Unlimited CPU	\$ 16,141.50	Per Instance
1 CPU	\$ 519.30	Per Instance
2 CPU	\$ 1,043.10	Per Instance
4 CPU	\$ 2,106.90	Per Instance
8 CPU	\$ 4,296.60	Per Instance
16 CPU	\$ 8,923.50	Per Instance
32 CPU	\$ 19,169.10	Per Instance
Unlimited CPU	\$ 43,625.70	Per Instance

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Managed – Enterprise DLP license with managed service	50-499 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 108.00	Per Endpoint
Managed – Enterprise DLP license with managed service	500-1999 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 94.50	Per Endpoint
Managed – Enterprise DLP license with managed service	2000-9999 Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 74.70	Per Endpoint
Managed – Enterprise DLP license with managed service	10000+ Includes managed cloud-native Enterprise DLP, Insider Risk, and SaaS integration with FortiCare Premium	\$ 61.20	Per Endpoint

Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$ 2,970.00	Per Day
After Business Hours/ Weekend Service Surcharge	After Business Hours/ Weekend Service Surcharge Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge	\$ 594.00	Per Day
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$ 39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$ 855.00	Per Student

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$ 855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortianalyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$ 63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$ 180.00	Per Student

Exam Session	Exam Session Single Proctor U voucher for FCX practical exam - FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity - To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139	\$ 1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

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Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195

Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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

Insight Public Sector, Inc. Service Hourly Rates

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Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Precisely Price Proposal

Respondent: _Precisely_ _____

Solution Proposed: __DI Suite – Data Security__

Service Category: Service Category 15: Data Security

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

Tier	Price	Users/Data Assets
Tier 1	\$75,000.00	20/500K
Tier 2	\$115,000.00	75/2Million
Tier 3	\$160,000.00	250/8Million
Tier 4	\$190,000.00	500/16Million
Tier 5	\$270,000	1000/32Million
Tier 6	Custom	Custom

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

Name	Description	Price	Unit
Professional Services	T&M	\$300.00	1hr
Implementation Services	Custom	\$1,000-999999	Custom

Insight Public Sector, Inc. Service Hourly Rates

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Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Proofpoint Price Proposal

Respondent: Proofpoint, Inc.

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

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - F-Secure- V (Virtual)

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 41,587.83	Fixed Price for Tier
501-750	\$ 57,638.39	Fixed Price for Tier
751-1000	\$ 74,073.04	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- S (SaaS)

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise P0 - McAfee- V

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
1-500	\$ 48,036.75	Fixed Price for Tier
501-750	\$ 61,154.06	Fixed Price for Tier
751-1000	\$ 78,148.43	Fixed Price for Tier
1001-2500	\$ 70.76	PPU
2501-5000	\$ 56.61	PPU
5001-10000	\$ 47.95	PPU
10001-20000	\$ 41.17	PPU
20001-50000	\$ 36.38	PPU
50001-100000	\$ 30.94	PPU
100001-200000	\$ 26.39	PPU
200001-999999999	\$ 23.42	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: Implementation and Training

Service Category: Service Category 5: Email Security

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Enterprise DLP (US-Only Deployment) - S

** Minimum purchase of \$30,000.00

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
1-500	\$ 185.69	PPU
501-750	\$ 161.36	PPU
751-1000	\$ 146.79	PPU
1001-2500	\$ 130.08	PPU
2501-5000	\$ 112.10	PPU
5001-10000	\$ 103.99	PPU
10001-20000	\$ 97.54	PPU
20001-50000	\$ 91.09	PPU
50001-100000	\$ 85.71	PPU
100001-200000	\$ 81.02	PPU
200001-999999999	\$ 77.11	PPU

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense Platform Bundle (PFPT ITD - Spotlight + PFPT ITD - Shadow)

**Minimum purchase of \$60,000 required

Service Category: Service Category 15: Data Security

Service Category: Service Category 3: Endpoint Detection and Response

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: PFPT Identity Threat Defense - Spotlight

Description: Proofpoint Spotlight continuously discovers and enables automatic remediation of identity and lateral movement risks and includes Identity Threat Defense Platform's central management platform. Sold per Endpoint.

**Minimum purchase amount of \$60,000.00 required

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

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

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

Respondent: Proofpoint, Inc.

Solution Proposed: Tessian Full Platform - S

Description: Tessian Full Platform includes Misdirected Email Protection, Email Exfiltration Protection, Defender, Investigate and Respond, and Abuse Mailbox Response - SaaS - 12 months

****Minimum purchase of \$6,000 required****

Service Category: Service Category 5: Email Security

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

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


Price Proposal

Respondent: _____ Varonis Systems, Inc. _____

Solution Proposed: ____ Varonis Data Security Platform _____

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
	 Attachment B_Price Proposal_Response	

Insight Public Sector, Inc. Service Hourly Rates

Insight’s digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight’s services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335

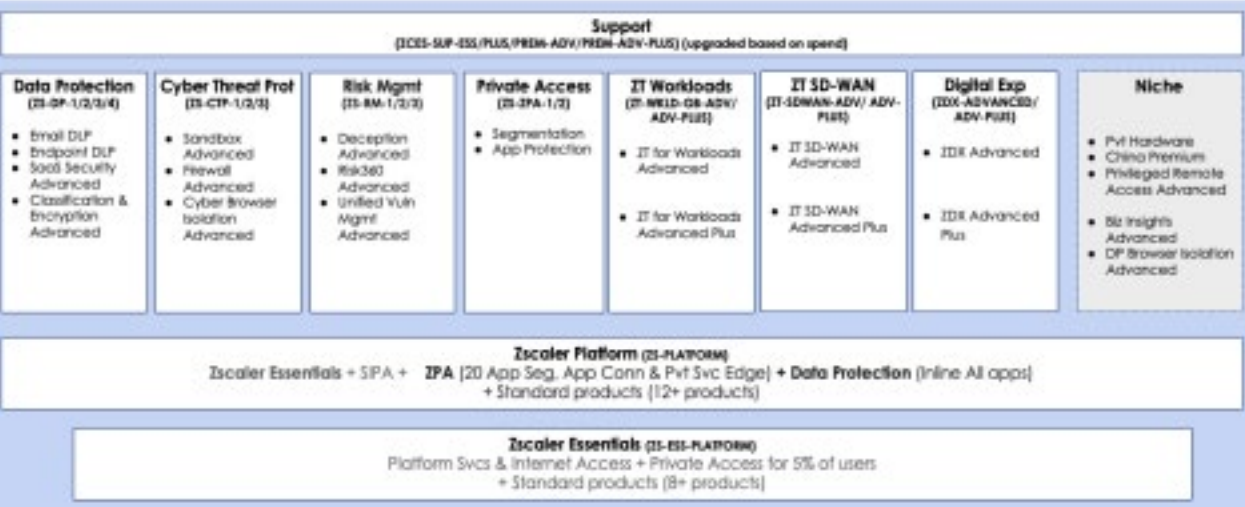
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Respondent: Zscaler Government Solutions

Solution Proposed: Zscaler Zero Trust Exchange

Service Category: Service Category 15: Data Security

FY25 Zscaler Packaging: Overview



Zscaler Commercial Cloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Flori da DSS (2025)
ZS-ESS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Essentials Platform that includes: - Traffic Forwarding, Multiple IDP, Identity, API access, Authentication, Internet Access, and standard offerings from other Zscaler product lines. (Per User / Per Year)	\$100.00	\$90.00
ZS PLATFORM	Per User / Per Year	Annual Subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines. (Per User / Per Year)	\$200.00	\$180.00

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

Zscaler Commercial Cloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler Commercial Cloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-DP-1	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes one of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$50.00	\$45.00
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43230000-24-STC Page 3 of 22 Digital Security Solutions

ZS-DP-2	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$95.00	\$85.50
ZS-DP-3	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes three of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$135.00	\$121.50
ZS-DP-4	Per User / Per Year	Annual Subscription to Zscaler Data Protection that includes all of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$170.00	\$153.00
ZS-DP INLINE ALL-APPS	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	\$50.00	\$45.00

EDU-ZIA SVC- EDGE ADV	Per User / Per Year	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively	\$16.00	\$14.40
EDU-ZIA SVC- EDGE DLP	Per User / Per Year	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.00	\$2.70

43230000-24-STC Page 4 of 22 Digital Security Solutions

ZCES- DEP ESS	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 30 Zscaler Education Units. Targeted for customers with 5,000 users to 10,000 users.	\$8,000.00	\$7,200.00
ZCES- DEP ESSPLU S	Per Unit	Remote Deployment Services – Enterprise (Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 40 Education Units. Targeted for customers with 10,000 users and 40,000 users.	\$16,000.00	\$14,400.00
ZCES- DEP ADV	Per Unit	Remote Deployment Services – Enterprise Plus (Advisory); 1 Professional Services Consultant and 1 Project Manager; One (1) onsite trip include (max 3 days onsite) Includes: 50 Education Units. Targeted for customers with 40,000 users or more.	\$32,000.00	\$28,800.00

ZCES- DEP ENT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$72,000.00	\$64,800.00
ZCES- DEP ENTPLUS	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$136,000.00	\$122,400.00
ZCES- PRO CREDITS	Per Unit	Remote Deployment Services – Essential Plus (Hands-On & Advisory); 1 Professional Services Consultant and 1 Project Manager; Includes: 20 Education Units. Targeted for customers with 2,500 users to 5,000 users.	\$300.00	\$270.00
ZCES- EDU CREDIT	Per Unit	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00

43230000-24-STC Page 5 of 22 Digital Security Solutions

ZCES- EDU ONSITE	Per Unit	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00
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Zscaler GovCloud / Platform & Support Services (Required)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
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ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM-1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM-10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFOR M GCM-25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90
ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10

43230000-24-STC Page 6 of 22 Digital Security Solutions

ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
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ZS-ESS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Zidentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS-ESS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-ESS PLATFOR M GCM- 1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.00	\$78.30
ZS-ESS PLATFOR M GCM- 10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.00	\$44.10
ZS-ESS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.00	\$36.90

ZS-ESS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.00	\$26.10
ZS-ESS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-ESS PLATFOR M GCH-1000	Per User / Per Year	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.00	\$88.20
ZS-ESS PLATFOR M GCH-10000	Per User / Per Year	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.00	\$49.50
ZS-ESS PLATFOR M GCH-25000	Per User / Per Year	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.00	\$41.40
ZS-ESS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.00	\$28.80
ZS PLATFOR M GCM-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$266.00	\$239.40
ZS PLATFOR M GCM-1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$171.00	\$153.90
ZS PLATFOR M GCM-10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$104.00	\$93.60

ZS PLATFOR M GCM- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999	\$88.00	\$79.20
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43230000-24-STC Page 8 of 22 Digital Security Solutions

		users in GovCloud Moderate. (Per User / Per Year)		
ZS PLATFOR M GCM 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$65.00	\$58.50
ZS PLATFOR M GCH-1	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$300.00	\$270.00
ZS PLATFOR M GCH- 1000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$193.00	\$173.70
ZS PLATFOR M GCH- 10000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$117.00	\$105.30
ZS PLATFOR M GCH- 25000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$99.00	\$89.10

ZS PLATFOR M GCH 100000	Per User / Per Year	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High. (Per User / Per Year)	\$73.00	\$65.70
ZCES- SUP FED-ESS GCM-1	% of List Price	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	20%

43230000-24-STC Page 9 of 22 Digital Security Solutions

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

Zscaler GovCloud / Additional Services (Optional)

Zscaler Part #	Unit	Zscaler GovCloud Product Description	MSRP (2025)	Florida DSS (2025)
ZS-DP-1-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$67.00	\$60.30

43230000-24-STC Page 10 of 22 Digital Security Solutions

ZS-DP-1-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$41.00	\$36.90
ZS-DP-1-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$26.00	\$23.40
ZS-DP-1-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$21.00	\$18.90

ZS-DP-1-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$16.00	\$14.40
ZS-DP-1-GCH-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$75.00	\$67.50

43230000-24-STC Page 11 of 22 Digital Security Solutions

ZS-DP-1-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$47.00	\$42.30
ZS-DP-1-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$29.00	\$26.10

ZS-DP-1-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$24.00	\$21.60
ZS-DP-1-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$19.00	\$17.10
ZS-DP-2-GCM-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$126.00	\$113.40

43230000-24-STC Page 12 of 22 Digital Security Solutions

ZS-DP-2-GCM 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$83.00	\$74.70
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ZS-DP-2-GCM 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$51.00	\$45.90
ZS-DP-2-GCM 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$43.00	\$38.70
ZS-DP-2-GCM 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$33.00	\$29.70
ZS-DP-2-GCH-1	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$143.00	\$128.70

ZS-DP-2-GCH 1000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$94.00	\$84.60
ZS-DP-2-GCH 10000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$58.00	\$52.20
ZS-DP-2-GCH 25000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$48.00	\$43.20
ZS-DP-2-GCH 100000	Per User / Per Year	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$37.00	\$33.30
ZS-DP-INLINE ALL-APPS GCM-1	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$67.00	\$60.30

ZS-DP- INLINE ALL- APPS GCM-1000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident	\$41.00	\$36.90
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43230000-24-STC Page 14 of 22 Digital Security Solutions

		management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)		
ZS-DP- INLINE ALL- APPS GCM-10000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$26.00	\$23.40
ZS-DP- INLINE ALL- APPS GCM-25000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$21.00	\$18.90
ZS-DP- INLINE ALL- APPS GCM-100000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$16.00	\$14.40

ZS-DP- INLINE ALL- APPS GCH-1	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$75.00	\$67.50
ZS-DP- INLINE ALL- APPS GCH-1000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$47.00	\$42.30
ZS-DP- INLINE ALL- APPS GCH-10000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications	\$29.00	\$26.10

43230000-24-STC Page 15 of 22 Digital Security Solutions

		and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud High. (Per User / Per Year)		
ZS-DP- INLINE ALL- APPS GCH-25000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$24.00	\$21.60

ZS-DP- INLINE ALL- APPS GCH-100000	Per User / Per Year	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud High. (Per User / Per Year)	\$19.00	\$17.10
ZS-DP-ISO ADV-GCM-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$133.00	\$119.70
ZS-DP-ISO ADV-GCM-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$83.00	\$74.70
ZS-DP-ISO ADV-GCM 10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$51.00	\$45.90

43230000-24-STC Page 16 of 22 Digital Security Solutions

ZS-DP-ISO ADV-GCM 25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$43.00	\$38.70
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ZS-DP-ISO ADV-GCM 100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$33.00	\$29.70
ZS-DP-ISO ADV-GCH-1	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$150.00	\$135.00
ZS-DP-ISO ADV-GCH-1000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$94.00	\$84.60
ZS-DP-ISO ADV-GCH 10000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$58.00	\$52.20
ZS-DP-ISO ADV-GCH 25000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in	\$48.00	\$43.20

		GovCloud High. (Per User / Per Year)		
ZS-DP-ISO ADV-GCH 100000	Per User / Per Year	Annual subscription to to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud High. (Per User / Per Year)	\$37.00	\$33.30
ZCES-PRO SVC-H-GCM-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCM-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00
ZCES-PRO FOUNDATION S GCM-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCM-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00

43230000-24-STC Page 18 of 22 Digital Security Solutions

ZCES-PRO PREMIER- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00
ZCES-PRO ADVISORY GCM-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCM-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- TEAM GCM- 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- SPECIAL ACCESS- GCM 1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00

43230000-24-STC Page **19** of **22** Digital Security Solutions

ZCES-EDU CREDIT-FED GCM-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCM-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00
ZCES-PRO SVC-H-GCH-1	Per Unit / Per Year	Custom Services, per hour; minimum 40 hours; signatures required. SOW Required. T&E if on-site is required. (US Citizen Required)	\$430.00	\$387.00
ZCES-PRO FED40-GCH-1	Per Unit / Per Year	Remote Professional Services by US Citizens for a block of 40 hours. Each block to be consumed within 90 days of activation. Each block can be activated anytime within 365 days of purchase. (US Citizen Required)	\$15,000.00	\$13,500.00
ZCES-PRO FOUNDATION S GCH-1	Per Unit / Per Year	Remote Professional Services for less complex Zscaler deployments. One (1) Professional Services Engineer (<= 90 hours) and one (1) Project Manager (<= 40 hours). Includes: 20 Education Units (ZCES-EDU-UNIT). (US Citizen Required)	\$50,000.00	\$45,000.00
ZCES-PRO ENTERPRIS E GCH-1	Per Unit / Per Year	<i>Remote Professional Services for medium Zscaler deployments. One (1) Professional Services Engineer (<= 180 hours) and one (1) Project Manager (<= 80 hours). Includes: 40 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$95,000.00	\$85,500.00

43230000-24-STC Page **20** of **22** Digital Security Solutions

ZCES-PRO PREMIER- GCH 1	Per Unit / Per Year	<i>Remote Professional Services for complex Zscaler deployments. One (1) Pro Services Engineer (<= 340 hours), one (1) Project Manager (<= 130 hours), & one (1) Architect (<= 40 hours). Includes: 50 Education Units (ZCES-EDU-UNIT). (US Citizen Required)</i>	\$183,000.00	\$164,700.00
ZCES-PRO ADVISORY GCH-1	Per Unit / Per Year	<i>Remote Professional Services to provide ongoing Advisory Services. One (1) Professional Services Engineer (<= 900 hours over 12 months). Up to one (1) CONUS onsite trip included (max 3 days onsite). (US Citizen Required)</i>	\$280,000.00	\$252,000.00
ZCES-PRO RES-12-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Dedicated resource (Professional Services Engineer, <=1800 hours) Two (2) CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00
ZCES-PRO RES-12- TEAM GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Shared resources (Project Manager, <= 450 hours; Pro Services Engineer, <= 1350 hours; Architect, <= 80 hours) Two CONUS onsite trips included (max 3 days onsite). (US Citizen Required)</i>	\$480,000.00	\$432,000.00

ZCES-PRO RES-12- SPECIAL ACCESS-GCH-1	Per Unit / Per Year	<i>Remote Professional Services for Deployment of Zscaler products. Onsite personnel Dedicated Professional Services Engineer, (Monday - Friday; standard business hours, <= 1800 hours) for duration of engagement. (US Government clearances required)</i>	\$525,000.00	\$472,500.00
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43230000-24-STC Page **21** of **22** Digital Security Solutions

ZCES-EDU CREDIT-FED GCH-1	Per Unit / Per Year	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$300.00	\$270.00
ZCES-EDU ONSITE-FED GCH-1	Per Unit / Per Year	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,250.00	\$6,525.00

43230000-24-STC Page **22** of **22** Digital Security Solutions**Insight Public Sector, Inc. Service Hourly Rates**

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310

Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Trellix

Solution Proposed: Trellix Data Security Endpoint Protection Suite - Subscription

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
B	\$69.68 per unit	251 – 1000
C	\$59.64 per unit	1001 – 2000
D	\$53.01 per unit	2001 – 5000
E	\$45.57 per unit	5001 – 10000
F	\$35.46 per unit	10001+

Insight Public Sector, Inc. Service Hourly Rates

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Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205

Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: Trellix

Solution Proposed: Trellix Data Security Suite - Subscription

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
B	\$122.45 per unit	251 – 1000
C	\$103.63 per unit	1001 – 2000
D	\$88.06 per unit	2001 – 5000
E	\$73.57 per unit	5001 – 10000
F	\$56.55 per unit	10001+

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

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Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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 provide response options to stop them. These actions can also leverage existing MFA and IDaaS (Entra/Okta) to take action as well as provide visibility.	\$44.33 USD	1
CrowdStrike Falcon Adversary Intelligence	Accurate and timely threat intelligence is at the heart of CrowdStrike. Get advanced threat intelligence that includes 245+ adversary profiles,	\$46.84 USD	1

	dark web monitoring, context aware indicators, and vulnerability intelligence for a smarter, faster defense.		
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: Fortinet

Solution Proposed: Fortinet FortiGate/FortiAnalyzer - FortiSIEM/SOAR

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

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

Tier	Price	Unit
1GB Logs per day (40GB - 99GB)	\$360.00	GB per Day
1GB Logs per day (100GB - 249GB)	\$315.00	GB per Day
1GB Logs per day (250GB - 499GB)	\$289.80	GB per Day
1GB Logs per day (500GB - 999GB)	\$267.30	GB per Day
1GB Logs per day (1000GB - 1999GB)	\$245.70	GB per Day
1GB Logs per day (2000GB+)	\$225.90	GB per Day
10 FortiSIEM Compute Units (FCU)	\$25,200.00	Per Instance
Additional 500GB online storage	\$6,750.00	Per Instance
Archive 500GB storage	\$1,530.00	Per Instance
50 Device Minimum	\$156.97	Per Instance
150 Device Minimum	\$126.97	Per Instance
300 Device Minimum	\$111.08	Per Instance
500 Device Minimum	\$100.65	Per Instance
1000 Device Minimum	\$88.05	Per Instance
2000 Device Minimum	\$77.02	Per Instance
4000 Device Minimum	\$67.37	Per Instance
50 Endpoint Minimum	\$78.49	Per Instance
150 Endpoint Minimum	\$63.49	Per Instance
300 Endpoint Minimum	\$55.54	Per Instance
500 Endpoint Minimum	\$50.33	Per Instance
1000 Endpoint Minimum	\$44.03	Per Instance
2000 Endpoint Minimum	\$38.51	Per Instance
4000 Endpoint Minimum	\$33.69	Per Instance
5000 Endpoint Minimum	\$32.27	Per Instance
50 Agents Minimum	\$48.35	Per Instance
100 Agents Minimum	\$43.86	Per Instance
200 Agents Minimum	\$37.93	Per Instance
500 Agents Minimum	\$33.44	Per Instance
1000 Agents Minimum	\$28.95	Per Instance

25 UEBA Agent Telemetry	\$34.20	Per Instance
500 UEBA Agent Telemetry	\$32.40	Per Instance
10000 UEBA Agent Telemetry	\$29.70	Per Instance
Additional EPS	\$5.40	Per Instance
10000 actions/day - 2 User Login Accounts	\$76,209.30	Per Instance (VM)
10000 actions/day - 2 User Login Accounts	\$82,477.80	Per Instance (Cloud)

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 25 - 499 Agents	\$9.90	Per Endpoint
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 500-999 Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 500-999 Agents	\$9.00	Per Endpoint
FortiSIEM GB UEBA Subscription License Per UEBA Agent based telemetry Subscription License for 1000+ Agents	FortiSIEM GB UEBA Subscription License 1 Year Per UEBA Agent based telemetry Subscription License for 1000+ Agents	\$8.10	Per Endpoint
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 25 - 499 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$15.30	Per Endpoint
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 500 - 999 Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$9.90	Per Endpoint
FortiSIEM GB Advanced Agent Subscription License Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	FortiSIEM GB Advanced Agent Subscription License 1 Year Per Agent Subscription License for 1000+ Agents. Providing File Integrity Monitoring (Windows, Linux), log & performance monitoring	\$9.00	Per Endpoint
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 50GB/Day of Logs)	\$3,267.00	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 100GB/Day of Logs)	\$5,940.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 200GB/Day of Logs)	\$8,583.30	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 300GB/Day of Logs)	\$12,820.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 400GB/Day of Logs)	\$15,726.60	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 500GB/Day of Logs)	\$16,546.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 700GB/Day of Logs)	\$21,322.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 1000GB/Day of Logs)	\$27,414.90	Per Endpoint
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 2000GB/Day of Logs)	\$49,347.00	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 3000GB/Day of Logs)	\$65,146.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 4000GB/Day of Logs)	\$80,820.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 5000GB/Day of Logs)	\$89,924.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 6000GB/Day of Logs)	\$97,118.10	Per Instance

FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 7000GB/Day of Logs)	\$101,974.50	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 8000GB/Day of Logs)	\$104,887.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 9000GB/Day of Logs)	\$106,199.10	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 10000GB/Day of Logs)	\$110,970.90	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 15000GB/Day of Logs)	\$146,554.20	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 20000GB/Day of Logs)	\$175,865.40	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - 25000GB/Day of Logs)	\$197,848.80	Per Instance
FortiSIEM GB Indicators of Compromise (IOC) Service FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	FortiSIEM GB Indicators of Compromise (IOC) Service 1 Year FortiGuard Indicators of Compromise (IOC) Service (for 1 - Unlimited GB/Day of Logs)	\$247,311.00	Per Instance
FortiSIEM Manager Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	FortiSIEM Manager 1 Year Subscription license for FortiSIEM Manager providing centralised incident, management and status of independent FortiSIEM instances. Requires a Minimum Qty. of 5 to monitor 5 separate FortiSIEM Instances, max of 50 Instances. Includes Maintenance & Support.	\$4,500.00	Per Instance

IOC Service for FortiSIEM deployments (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 50 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$1,883.63	Per Instance
IOC Service for FortiSIEM deployments (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 100 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$3,047.33	Per Instance
IOC Service for FortiSIEM deployments (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 200 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$5,331.74	Per Instance
IOC Service for FortiSIEM deployments (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 300 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$7,997.62	Per Instance
IOC Service for FortiSIEM deployments (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 400 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$9,662.11	Per Instance
IOC Service for FortiSIEM deployments (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$12,077.64	Per Instance
IOC Service for FortiSIEM deployments (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 750 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$15,848.46	Per Instance
IOC Service for FortiSIEM deployments (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$21,131.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 1500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$27,727.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 2000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$36,970.56	Per Instance
IOC Service for FortiSIEM deployments (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 3000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$48,509.28	Per Instance
IOC Service for FortiSIEM deployments (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$64,679.04	Per Instance
IOC Service for FortiSIEM deployments (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 4500 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$72,763.92	Per Instance
IOC Service for FortiSIEM deployments (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	IOC Service for FortiSIEM deployments 1 Year (1 - 5000 Points) FortiSIEM Indicators of Compromise (IOC) Service	\$80,848.80	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 50 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$2,690.64	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 100 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$4,708.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 200 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$8,236.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 300 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$11,424.96	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 400 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$14,410.80	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$17,254.08	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 750 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$23,932.80	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$30,187.44	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 1500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$41,872.32	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 2,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$52,814.16	Per Instance

FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 3,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$73,258.56	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$92,402.64	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 4500 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$101,616.48	Per Instance
FortiCare Support for Software based FortiSIEM deployments FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Software based FortiSIEM deployments 1 Year FortiCare Premium Support (1 - 5,000 points) for FortiSIEM Software deployments. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$110,634.48	Per Instance
FortiSIEM High Availability - Subscription (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50 Points) FortiSIEM High Availability Cluster Subscription	\$3,107.70	Per Instance
FortiSIEM High Availability - Subscription (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 100 Points) FortiSIEM High Availability Cluster Subscription	\$6,216.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 200 Points) FortiSIEM High Availability Cluster Subscription	\$10,056.60	Per Instance
FortiSIEM High Availability - Subscription (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 300 Points) FortiSIEM High Availability Cluster Subscription	\$13,195.80	Per Instance

FortiSIEM High Availability - Subscription (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 400 Points) FortiSIEM High Availability Cluster Subscription	\$17,595.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 500 Points) FortiSIEM High Availability Cluster Subscription	\$19,927.80	Per Instance
FortiSIEM High Availability - Subscription (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 750 Points) FortiSIEM High Availability Cluster Subscription	\$29,892.60	Per Instance
FortiSIEM High Availability - Subscription (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 1000 Points) FortiSIEM High Availability Cluster Subscription	\$33,810.30	Per Instance
FortiSIEM High Availability - Subscription (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 1500 Points) FortiSIEM High Availability Cluster Subscription.	\$50,715.00	Per Instance
FortiSIEM High Availability - Subscription (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 2000 Points) FortiSIEM High Availability Cluster Subscription	\$59,152.50	Per Instance
FortiSIEM High Availability - Subscription (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 3000 Points) FortiSIEM High Availability Cluster Subscription	\$88,729.20	Per Instance
FortiSIEM High Availability - Subscription (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 4000 Points) FortiSIEM High Availability Cluster Subscription	\$106,720.20	Per Instance
FortiSIEM High Availability - Subscription (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 4500 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	FortiSIEM High Availability - Subscription 1 Year (1 - 5000 Points) FortiSIEM High Availability Cluster Subscription.	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 7500 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 10000 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 20000 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1 - 50000 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance

FortiSIEM High Availability - Subscription (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (1- 100000 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiSIEM High Availability - Subscription (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	FortiSIEM High Availability - Subscription 1 Year (Above 100000 Points) FortiSIEM High Availability Cluster Subscription	\$120,060.90	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 50 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 50 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$2,690.64	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 100 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 100 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$4,708.08	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 200 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 200 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$8,236.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 300 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 300 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$11,424.96	Per Instance

FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 400 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 400 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$14,410.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$17,254.08	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 750 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 750 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$23,932.80	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support (1 - 1,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support (1 - 1,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$30,187.44	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 1500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 1500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$41,872.32	Per Instance

FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 2,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 2,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$52,814.16	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 3,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 3,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$73,258.56	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 4,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 4,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$92,402.64	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 4500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 4500 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$101,616.48	Per Instance
FortiCare Support for Hardware based FortiSIEM deployments FortiCare Premium License Support Contract (1 - 5,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	FortiCare Support for Hardware based FortiSIEM deployments 1 Year FortiCare Premium License Support Contract (1 - 5,000 points) for FortiSIEM hardware appliance. 1 "Device" or 2 "End points" or 3 "Advanced Agents - Log & FIM" or 10 "Advanced Agents - UEBA Telemetry" equals 1 point.	\$110,634.48	Per Instance
Remote Resource Service (FortiCare Contract)	Remote Resource Service (FortiCare Contract) Per Day Charge for Remote Resource Service (FortiCare Contract)	\$2,970.00	Per Day

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiSIEM Training - 3 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortisiem&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$2,610.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiSIEM Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$405.00	Per Student
Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCSS - Advanced Analytics Training (FortiSIEM Advanced - MSSP) - 3 days</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_advanced-analytics</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=advanced_analytics&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$2,610.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FortiSIEM Parser Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_fortisiem-parser</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$270.00	Per Student
After Business Hours/ Weekend Service Surcharge	<p>After Business Hours/ Weekend Service Surcharge Per Day</p> <p>Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily Charge</p>	\$594.00	Per Day

FortiSOAR Cloud Subscription Service for FortiSOAR Cloud Threat Intel Management Service including FortiGuard Premium Threat Feed.	FortiSOAR Cloud 1 Year Subscription Service for FortiSOAR Cloud Threat Intel Management Service including FortiGuard Premium Threat Feed.	\$24,743.70	Per Instance
FortiSOAR Cloud Subscription for FSR CLOUD Multi Tenant Edition - 2 User Logins Included plus FortiCare Premium support	FortiSOAR Cloud 1 Year Subscription for FSR CLOUD Multi Tenant Edition - 2 User Logins Included plus FortiCare Premium support	\$97,031.70	Per Instance
FortiSOAR Cloud Subscription for FortiSOAR Cloud User Seat License - One Additional User Login	FortiSOAR Cloud 1 Year Subscription for FortiSOAR Cloud User Seat License -One Additional User Login	\$9,703.80	Per Instance
FortiSOAR Cloud FortiSOAR CLOUD Multi-Tenant Subscription for Dedicated Tenant plus FortiCare Premium Support - 1 User Login Included	FortiSOAR Cloud 1 Year FortiSOAR CLOUD Multi-Tenant Subscription for Dedicated Tenant plus FortiCare Premium Support - 1 User Login Included	\$19,177.20	Per Instance
FortiSOAR Cloud FortiSOAR CLOUD Multi-Tenant Subscription for Regional SOC Instance plus FortiCare Premium Support - 2 User Logins Included	FortiSOAR Cloud 1 Year FortiSOAR CLOUD Multi-Tenant Subscription for Regional SOC Instance plus FortiCare Premium Support - 2 User Logins Included	\$65,201.40	Per Instance
FortiSOAR-Cloud Storage AddOn Increase FortiSOAR Cloud storage by 1000GB (with 8GB RAM and 4vCPU)	FortiSOAR-Cloud Storage AddOn 1 Year Increase FortiSOAR Cloud storage by 1000GB (with 8GB RAM and 4vCPU)	\$1,800.00	Per Instance
FortiSOAR HA Subscription License FortiSOAR HA-only Subscription license plus FortiCare Premium, which will be limited to serve as the HA node in a clustered environment.	FortiSOAR HA Subscription License 1 Year FortiSOAR HA-only Subscription license plus FortiCare Premium, which will be limited to serve as the HA node in a clustered environment.	\$36,000.00	Per Instance
FortiSOAR Multi Tenant Subscription License FortiSOAR Multi-Tenant Subscription plus FortiCare Premium and FortiCare Best Practice Service - 2 User Logins included	FortiSOAR Multi Tenant Subscription License 1 Year FortiSOAR Multi-Tenant Subscription plus FortiCare Premium and FortiCare Best Practice Service - 2 User Logins included	\$89,657.10	Per Instance
FortiSOAR Multi Tenant Subscription License FortiSOAR Multi-Tenant Subscription for Dedicated Tenant plus FortiCare Premium Support - 1 User Login Included	FortiSOAR Multi Tenant Subscription License 1 Year FortiSOAR Multi-Tenant Subscription for Dedicated Tenant plus FortiCare Premium Support - 1 User Login Included	\$17,719.20	Per Instance
FortiSOAR Multi Tenant Subscription License FortiSOAR Multi-Tenant Subscription for Regional SOC Instance plus FortiCare Premium Support - 2 User Logins Included	FortiSOAR Multi Tenant Subscription License 1 Year FortiSOAR Multi-Tenant Subscription for Regional SOC Instance plus FortiCare Premium Support - 2 User Logins Included	\$60,244.20	Per Instance

FortiSOAR Starter Subscription License FortiSOAR Starter Subscription plus FortiCare Premium support - 2 User Logins included	FortiSOAR Starter Subscription License 1 Year FortiSOAR Starter Subscription plus FortiCare Premium support - 2 User Logins included	\$45,000.00	Per Instance
FortiSOAR Threat Intel Management Service Subscription Service for FortiSOAR Threat Intel Management Service including FortiGuard Premium Threat Feed.	FortiSOAR Threat Intel Management Service 1 Year Subscription Service for FortiSOAR Threat Intel Management Service including FortiGuard Premium Threat Feed.	\$22,863.60	Per Instance
FortiSOAR Enterprise & Multi Tenant Subscription License FortiSOAR User Seat License Subscription - One Additional User Login	FortiSOAR Enterprise & Multi Tenant Subscription License 1 Year FortiSOAR User Seat License Subscription - One Additional User Login	\$7,796.70	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 5 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$1,138.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 50 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$7,969.50	Per Instance
FortiAnalyzer-VM Subscription License with Support Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	FortiAnalyzer-VM Subscription License with Support 1 Year Subscription license for 500 GB/Day Central Logging & Analytics. Include FortiCare Premium support, IOC, Security Automation Service and FortiGuard Outbreak Detection Service.	\$39,847.50	Per Instance
Classroom, Virtual ILT	Classroom, Virtual ILT FCP - FortiAnalyzer Administrator Training - 1 day - Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forti_analyzer-administrator - Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortiana lyzer_administrator&provider=fortinet - Price includes lab access and course material (Lab and Study guides). Exam voucher not included	\$855.00	Per Instance

Classroom, Virtual ILT	<p>Classroom, Virtual ILT FCP - FortiAnalyzer Analyst Training - 1 day</p> <p>-Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forti_analyzer-analyst</p> <p>- Upcoming sessions: https://training.fortinet.com/local/schedule/?course%5B0%5D=fortianalyzer_analyst&provider=fortinet</p> <p>- Price includes lab access and course material (Lab and Study guides). Exam voucher not included</p>	\$855.00	Per Student
Lab Access - Standard Training Lab Environment	<p>Lab Access - Standard Training Lab Environment FCP - FortiAnalyzer Analyst Lab Access</p> <p>- One-time on-demand lab access within self-paced course.</p> <p>- Course description: https://training.fortinet.com/local/staticpage/view.php?page=library_forti_analyzer-analyst</p> <p>- Price includes lab access and lab guide. Study guide, exam voucher and instructor facilitation not included</p>	\$63.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for FCX written exam, or any other Fortinet certification that requires one proctored exam (FCSS in Zero Trust Access, FCSS in Public Cloud Security, FCSS in Security Operations, FCSS in OT Security)</p> <p>- Certification information: https://www.fortinet.com/training-certification</p> <p>- To schedule the certification exam: https://home.pearsonvue.com/fortinet</p>	\$360.00	Per Student
Exam Voucher	<p>Exam Voucher Single Pearson VUE voucher for any of the Fortinet certifications that require two proctored exams (FCP in Network Security, FCP in Public Cloud Security, FCP in Security Operations, FCSS in Network Security and FCSS in Secure Access Service Edge)</p> <p>- Certification information: https://www.fortinet.com/training-</p>	\$180.00	Per Student

	certification - To schedule the certification exam: https://home.pearsonvue.com/fortinet		
Exam Session	Exam Session Single Proctor U voucher for FCX practical exam - FCX practical exam information: https://training.fortinet.com/local/staticpage/view.php?page=fcx_cybersecurity - To schedule the FCX practical exam: https://helpdesk.training.fortinet.com/support/solutions/articles/73000524139	\$1,440.00	Per Student
Onsite Resource Service (FortiCare Contract)	Per Day Charge for Remote Service (Forticare Contract)	\$3,300.00	Per Day
After Business Hours/ Weekend Service Surcharge	Per Day Surcharge for Service Delivered/After-Hours and Weekend in addition to daily charge	\$660	Per Day
Professional Services Travel Expenses	Custom Travel and Expense for Professional Services	\$1	Per Custom Unit

Insight Public Sector, Inc. Service Hourly Rates

Insight's digital security services empower businesses to protect their data, infrastructure, and users from evolving cyber threats. Our rate catalogue above offers a wide range of cybersecurity solutions, including risk assessments, advanced threat detection, and managed security services.

Their cybersecurity consulting team works closely with clients to build resilient security strategies tailored to specific risks and compliance needs, enabling companies to proactively address vulnerabilities. Insight's services also encompass cloud security and endpoint protection, ensuring that data and devices remain secure across all digital environments.

By integrating these solutions with advanced threat intelligence, Insight helps businesses stay ahead of cyberattacks while ensuring compliance and maintaining operational efficiency

Labor Category	Rate/hr
Architect I	\$260
Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: __ Google Mandiant _____

Solution Proposed: Google Chronicle SecOps

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

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

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

Insight Public Sector, Inc. Service Hourly Rates

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Architect II	\$285
Architect Sr	\$310
Associate Consultant	\$195
Consultant	\$235
Sr Consultant	\$260

Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

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.

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

Name	Description	Price	Unit

Insight Public Sector, Inc. Service Hourly Rates

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Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225
Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

Price Proposal

Respondent: SentinelOne

Solution Proposed: Singularity Data Lake

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

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

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

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

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

Add On Services - Optional			
		0-999 Endpoints	1000+ Endpoints
RemoteOps Forensics (Per Endpoint)	SP-FOR-ND-T[1-9]-F	\$16.61	\$14.18
Threat Detection for NetApp (Per Agent)	S1-STSNA-NA-T[1-9]-F	\$10,148.32	\$8,663.20
Cloud Funnel Data Export (Per Endpoint)	PM-CFL-ND-T[1-9]-F	\$11.15	\$9.52

SentinelOne University Premium training (Per Named User)	TR-S1U-NU-T[1-9]-F	\$533.00	\$455.00
WatchTower Pro (Per Endpoint)	SS-WTP-ND-T[1-9]-F	\$15.06	\$12.85
Purple AI Assistant (Per Endpoint)	PR-AIAST-ND-T[1-9]-F	\$29.32	\$25.03
Singularity Threat Intelligence (Per Endpoint)	PM-TI-ND-T[1-9]-F	\$29.32	\$25.03
Cloud Native Security Foundations (Per Workloads)	S1-FNSF-WL-T[1-9]-F	\$257.97	\$220.22
Cloud Native Security Pro (Per Workloads)	S1-FNSP-WL-T[1-9]-F	\$369.37	\$315.32

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

Insight Public Sector, Inc. Service Hourly Rates

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Sr Consultant	\$260
Principal Consultant	\$285
Services Manager	\$310
Sr Services Manager	\$335
Project Manager	\$185
Manager Programs	\$225

Sr Program Manager	\$205
Business Analyst	\$205
Sr Business Analyst	\$235
Business Architect	\$260

User Count	SKU
Unlimited	GMTrain-1

Annual GreyMatter Access	
Employee Count	SKU

0-250	GMAccess-250
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251-750	GMAccess-750
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751-1500	GMAccess-1500
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1501-5000	GMAccess-5000
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5001-10000	GMAccess-10000
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10001-15000	GMAccess-15000
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Annual GreyMatter Access	
Employee Count	SKU

0-250	GMAccess-NOCSOC-250
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251-750	GMAccess-NOCSOC-750
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751-1500	GMAccess-NOCSOC-1500
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1501-5000	GMAccess-NOCSOC-5000
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5001-10000 GMAccess-NOCSOC-10000

10001-15000 GMAccess-NOCSOC-15000

Additional GreyMatter Support	
QTY	SKU

1 GMENTINT-1

1 GMINT-1

3 GMINT-3

Optional GreyMatter Support	
EPS (or GB/Day Equivalent)	SKU

1000 EPS GMSIEMaaS- 1000

Optional GreyMatter Deployment	
Employee Count	SKU

0-250 RQDRP-250

251-750 RQDRP-750

751-1500 RQDRP-1500

1501-5000 RQDRP-5000

5001-10000 RQDRP- 10000

10001-15000 RQDRP- 15000

Optional GreyMatter Deployment	
Employee Count	SKU

0-250 GMPA-250

251-750	GMPA-750
751-1500	GMPA-1500
1501-5000	GMPA-5000
5001-10000	GMPA-10000
10001-15000	GMPA-15000

GreyMatter Training Cost

Description

GreyMatter training per user (Requires GMAccess)

Fee for State of Florida Entities under CSOC Integration

Description

Annual Access fee for a State of Florida Entity with up to 250 employees to leverage the ReliaQuest Platform under the CSOC Integration (GMActivate-250) - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 251-750 employees to leverage the ReliaQuest Platform under the CSOC Integration (GMActivate-750) - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 751-1500 employees to leverage the ReliaQuest Platform under the CSOC Integration (GMActivate-1500) - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 1501-5000 employees to leverage the ReliaQuest Platform under the CSOC Integration (GMActivate-5000) - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 5001-10000 employees to leverage the ReliaQuest Platform under the CSOC Integration (GMActivate-10000) - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 10001-15000 employees to leverage the ReliaQuest Platform under the CSOC Integration - includes up to three GreyMatter integrations

Fees for State of Florida Entities - NO CSOC Integration

Description

Annual Access fee for a State of Florida Entity with up to 250 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 251-750 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 751-1500 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 1501-5000 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 5001-10000 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Annual Access fee for a State of Florida Entity with 10001-15000 employees to leverage the ReliaQuest Platform not under the CSOC Integration - includes up to three GreyMatter integrations

Advanced Technology Integration (Requires GreyMatter Access)

Description

GreyMatter supported technology integration directly into GreyMatter for data enrichment and automation for a State of Florida Entity under the CSOC Integration - unlimited integrations for a single State of Florida Entity

GreyMatter supported technology integration directly into GreyMatter for data enrichment and automation for a single State of Florida Entity

GreyMatter supported technology integration directly into GreyMatter for data enrichment and automation for a single State of Florida Entity

GreyMatter SIEMaaS (Requires GreyMatter Access)

Description

GreyMatter SIEMaaS provided as part of the GreyMatter offering for a State of Florida Entity (in 1000 EPS increments or GB/Day equivalent)

Digital Risk Protection (Requires GreyMatter Access)

Description

GreyMatter Digital Risk Protection platform for a State of Florida Entity with up to 250 employees

GreyMatter Digital Risk Protection platform for a State of Florida Entity with 251-750 employees

GreyMatter Digital Risk Protection platform for a State of Florida Entity with 751-1500 employees

GreyMatter Digital Risk Protection platform for a State of Florida Entity with 1501-5000 employees

GreyMatter Digital Risk Protection platform for a State of Florida Entity with 5001-10000 employees

GreyMatter Digital Risk Protection platform for a State of Florida Entity with 10001-15000 employees

Phishing Analyzer (Requires GreyMatter Access)

Description

GreyMatter Phishing Analyzer for a State of Florida Entity with up to 250 employees

GreyMatter Phishing Analyzer for a State of Florida Entity with 251-750 employees

GreyMatter Phishing Analyzer for a State of Florida Entity with 751-1500 employees

GreyMatter Phishing Analyzer for a State of Florida Entity with 1501-5000 employees

GreyMatter Phishing Analyzer for a State of Florida Entity with 5001-10000 employees

GreyMatter Phishing Analyzer for a State of Florida Entity with 10001-15000 employees

Not to Exceed Annual Price
Included

Not to Exceed Annual Price

\$ 97,112.01

\$ 161,853.36

\$ 242,780.03

\$ 388,448.05

\$ 582,672.08

\$ 809,266.78

Not to Exceed Annual Price

\$ 126,245.62

\$ 210,409.36

\$ 315,614.04

\$ 504,982.47

\$ 757,473.71

\$ 1,052,046.81

Not to Exceed Annual Price

\$ 363,800.00

\$ 25,000.00

\$ 55,000.00

Not To Exceed Annual Price

\$ 23,064.61

Not To Exceed Annual Price

\$ 45,000.00

\$ 75,000.00

\$ 112,500.00

\$ 180,000.00

\$ 270,000.00

\$ 375,000.00

Not To Exceed Annual Price

\$ 40,000.00

\$	66,700.67
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\$	100,000.00
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\$	160,000.00
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\$	240,000.00
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\$	333,400.33
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