

Exhibit B

Price Proposal

Respondent: Gamma Defense in partnership with Heimdal Security

Solution Proposed: Heimdal Advanced Vulnerability Management Solution

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

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

Tier	Annual Price (not to exceed)	Unit
Tier 1: 1 – 4,999	\$ 20.05	Rate per device/endpoint
Tier 2: 5,000 – 9,999	\$ 17.44	Rate per device/endpoint
Tier 3: 10,000 – 19,999	\$ 15.16	Rate per device/endpoint
Tier 4: 20,000+	\$ 13.18	Rate per device/endpoint

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

Name	Description	Annual Price	Unit
Endpoint Detection and Response	One module of Heimdal Endpoint Detection and Response Solution	Tier 1: \$ 32.18 Tier 2: \$ 27.32 Tier 3: \$ 23.89 Tier 4: \$ 21.08	Rate per device/endpoint
Application Control	One module of Heimdal Application Control Solution	Tier 1: \$ 8.82 Tier 2: \$ 7.41 Tier 3: \$ 6.22 Tier 4: \$ 5.23	Rate per device/endpoint
Advanced Email Security Protection	One module of Heimdal Email Security Advanced Threat Detection module and one module of Heimdal Email Fraud Protection	Tier 1: \$ 38.56 Tier 2: \$ 29.71 Tier 3: \$ 24.62 Tier 4: \$ 20.42	Rate per email sending account
Privileged Elevation and Delegation Management	One module of Heimdal Privileged Elevation and Delegation Management Solution	Tier 1: \$ 11.20 Tier 2: \$ 9.19 Tier 3: \$ 7.53 Tier 4: \$ 6.18	Rate per device/endpoint

Value-Added Service

To enhance our proposal, we are pleased to offer DMS our award-winning **Ransomware Encryption Protection** as a free, value-added service for all State Agency Customers who result from this solicitation. Heimdal's Ransomware Encryption Protection is a revolutionary 100% signature-free module, ensuring market-leading detection and remediation of any ransomware strain. This module was engineered to be universally compatible with any antivirus, antimalware, or EDR software on the market, and is the only anti-ransomware technology capable of blocking ANY malicious encryption as it unfolds. With Heimdal's advanced Ransomware Encryption Protection, **you'll never worry about Ransomware again.**

Price Proposal

Respondent: Gamma Defense in partnership with Heimdal Security

Solution Proposed: Heimdal Unified Endpoint Detection & Response

Service Category: Service Category 3: Endpoint Detection and Response

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

Tier	Annual Price (not to exceed)	Unit
Tier 1: 1 – 4,999	\$ 32.18	Rate per device/endpoint
Tier 2: 5,000 – 9,999	\$ 27.32	Rate per device/endpoint
Tier 3: 10,000 – 19,999	\$ 23.89	Rate per device/endpoint
Tier 4: 20,000+	\$ 21.08	Rate per device/endpoint

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

Name	Description	Annual Price	Unit
Advanced Vulnerability Management	One module of Heimdal Advanced Vulnerability Management Solution	Tier 1: \$ 20.05 Tier 2: \$ 17.44 Tier 3: \$ 15.16 Tier 4: \$ 13.18	Rate per device/endpoint
Application Control	One module of Heimdal Application Control Solution	Tier 1: \$ 8.82 Tier 2: \$ 7.41 Tier 3: \$ 6.22 Tier 4: \$ 5.23	Rate per device/endpoint
Advanced Email Security Protection	One module of the Email Security Advanced Threat Detection and one module of Email Fraud Protection	Tier 1: \$ 38.56 Tier 2: \$ 29.71 Tier 3: \$ 24.62 Tier 4: \$ 20.42	Rate per email sending account
TAC Supplement	Flat-fee for additional data usage associated with additional modules. No additional variable data consumption cost for data processing.	Tier 1: \$ 11.48 Tier 2: \$ 10.04 Tier 3: \$ 8.78 Tier 4: \$ 7.70	Rate per additional module added

Value-Added Service

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Price Proposal

Respondent: Gamma Defense in partnership with Heimdal Security

Solution Proposed: Heimdal Advanced Email Security Solution

Service Category: Service Category 5: Email Security

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

Tier	Annual Price (not to exceed)	Unit
Tier 1: 1 – 4,999	\$ 38.56	Rate per email sending account
Tier 2: 5,000 – 9,999	\$ 29.71	Rate per email sending account
Tier 3: 10,000 – 19,999	\$ 24.62	Rate per email sending account
Tier 4: 20,000+	\$ 22.46	Rate per email sending account

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

Name	Description	Annual Price	Unit
Endpoint Detection and Response	One module of Heimdal Endpoint Detection and Response Solution	Tier 1: \$ 32.18 Tier 2: \$ 27.32 Tier 3: \$ 23.89 Tier 4: \$ 21.08	Rate per device/endpoint
Application Control	One module of Heimdal Application Control Solution	Tier 1: \$ 8.82 Tier 2: \$ 7.41 Tier 3: \$ 6.22 Tier 4: \$ 5.23	Rate per device/endpoint
Ransomware Encryption Protection	One module of Heimdal Ransomware Encryption Solution	Tier 1: \$ 17.14 Tier 2: \$ 13.71 Tier 3: \$ 11.65 Tier 4: \$ 9.90	Rate per device/endpoint
Privileged Elevation and Delegation Management	One module of Heimdal Privileged Elevation and Delegation Management Solution	Tier 1: \$ 11.20 Tier 2: \$ 9.19 Tier 3: \$ 7.53 Tier 4: \$ 6.18	Rate per device/endpoint

Value-Added Service

To enhance our proposal, we are pleased to offer the Florida Department of Management Services free implementation of our **Advanced Email Security Solution** as a value-added service for all State Agency Customers who result from this solicitation.

Price Proposal

Respondent: Gamma Defense in partnership with Heimdal Security

Solution Proposed: Heimdal Security Operations Platform Solution

Service Category: Service Category 7: Security Operations Platform

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

Tier	Annual Price (not to exceed)	Unit
Tier 1: 1 – 4,999	\$ 162.79	Rate per device/endpoint
Tier 2: 5,000 – 9,999	\$ 131.35	Rate per device/endpoint
Tier 3: 10,000 – 19,999	\$ 110.63	Rate per device/endpoint
Tier 4: 20,000+	\$ 97.36	Rate per device/endpoint

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

Name	Description	Annual Price	Unit
Advanced Email Security Protection	One module of Heimdal Email Security Advanced Threat Detection module and one module of Heimdal Email Fraud Protection	Tier 1: \$ 38.56 Tier 2: \$ 29.71 Tier 3: \$ 24.62 Tier 4: \$ 20.42	Rate per email sending account
MXDR Service	One module of MXDR	Tier 1: \$ 49.98 Tier 2: \$ 43.73 Tier 3: \$ 38.27 Tier 4: \$ 33.48	Rate per device/endpoint

Value-Added Service

To enhance our proposal, we are pleased to offer the Florida Department of Management Services free implementation of our **Security Operations Platform Solution** as a value-added service for all State Agency Customers who result from this solicitation

Price Proposal

Respondent: Gamma Defense in partnership with Heimdal Security

Solution Proposed: Heimdal Advanced Vulnerability Management Solution

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Annual Price (not to exceed)	Unit
Tier 1: 1 – 4,999	\$ 20.05	Rate per device/endpoint
Tier 2: 5,000 – 9,999	\$ 17.44	Rate per device/endpoint
Tier 3: 10,000 – 19,999	\$ 15.16	Rate per device/endpoint
Tier 4: 20,000+	\$ 13.18	Rate per device/endpoint

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

Name	Description	Annual Price	Unit
Endpoint Detection and Response	One module of Heimdal Endpoint Detection and Response Solution	Tier 1: \$ 32.18 Tier 2: \$ 27.32 Tier 3: \$ 23.89 Tier 4: \$ 21.08	Rate per device/endpoint
Application Control	One module of Heimdal Application Control Solution	Tier 1: \$ 8.82 Tier 2: \$ 7.41 Tier 3: \$ 6.22 Tier 4: \$ 5.23	Rate per device/endpoint
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Value-Added Service

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Price Proposal

Respondent: Gamma Defense in partnership with Assured Data Protection

Solution Proposed: Assured Rubrik Data Security Solution

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Annual Price (not to exceed)	Unit (Terabyte)
Tier 1: 1 – Under 200	\$ 203.00	Rate per TB actively consumed
Tier 2: 201-600	\$ 201.00	Rate per TB actively consumed
Tier 3: 600+	\$ 195.00	Rate per TB actively consumed