

## Exhibit B

**Price Proposal**

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

Solution Proposed: Armis Centrix Asset Management\*

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

Tiered, not to exceed pricing for initial term:

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

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Network Ports - 1-50 Tier	Additional Network Ports (collectors) to supplement the customers requirement	\$3,150.00	Per Network Port Tier
Network Ports - 51-100 Tier	Additional Network Ports (collectors) to supplement the customers requirement	\$2,970.00	Per Network Port Tier
Network Ports - 100+ Tier	Additional Network Ports (collectors) to supplement the customers requirement	\$2,790.00	Per Network Port Tier
Armis OT/IOT - XS Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by	\$3,150.00	Per Site Tier

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

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

	of 500 assets unless otherwise noted		
Armis OT/IOT - Small Site- 101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted	\$6,030.00	Per Site Tier
Armis OT/IOT - Med Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	\$22,500.00	Per Site Tier
Armis OT/IOT - Med Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-	\$21,420.00	Per Site Tier

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

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

	of 42,500 assets unless otherwise noted		
Armis OT/IOT - XL Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	\$68,400.00	Per Site Tier
Armis OT/IOT - XL Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	\$64,980.00	Per Site Tier
Armis OT/IOT - XL Site-101+ Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-	\$61,740.00	Per Site Tier

	physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted		
Armis MDS - X-Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.	\$9,000.00	Per Site Tier
Armis MDS - X-Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor	\$8,550.00	Per Site Tier

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

	assets unless otherwise noted.		
Armis MDS - Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	\$24,390.00	Per Site Tier
Armis MDS - Small Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	\$23,130.00	Per Site Tier
Armis MDS - Medium Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device	\$38,250.00	Per Site Tier

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

	asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 5 Network Ports included and asset cap of 15,000 assets unless otherwise noted.		
Armis MDS - Large Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	\$58,500.00	Per Site Tier
Armis MDS - Large Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	\$55,620.00	Per Site Tier

	assets unless otherwise noted.		
Armis MDS - Large Facility - 101+ Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.	\$52,830.00	Per Site Tier
Armis MDS - X-Large Facilities	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Network Ports included and asset cap to be defined	Custom	Per Site Tier
On-Site Resident Engineer/Architect	1-Year full-time onsite Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis	\$517,500.00	Per Resource

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

	<p>and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.</p>		
Platinum Support	Armis Platinum Services delivers advanced services capabilities for scaled deployments. Services include: Designated Technical Account Manager (TAM), Private / Dedicated Training Classes, Implementation Design & Optimization, Periodical Policies Tuning Assistance, Product Management Roadmap Visibility, Quarterly Executive Reviews (QBRs), Priority Exec Escalation Path, Proactive Emergency Notifications, Proactive Technical Health Monitoring and Tuning	\$0.00	Per Subscription
Premium Support	24x7x365 access to Armis Enterprise Technical Support. Onboarding & Deployment Assistance. Access to Armis University with on demand and public remote instructor led training.	\$0.00	Per Subscription

Armis Data Retention	Armis Data Retention beyond standard contractual period of retention (per Megabyte)	\$900.00	Per Request
Armis Tenant Basic	Additional Basic tenant with customized name for customized customer use, on top of existing customer tenant.	\$225,000.00	Per Tenant
Armis Tenant Mid-Enterprise	Additional Mid-Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	\$450,000.00	Per Tenant
Armis Tenant Large Enterprise	Additional Large Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	\$675,000.00	Per Tenant
Actionable Threat Intelligence for 500-1499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$72,000.00	Per Asset Band
Actionable Threat Intelligence for 1500-2499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$81,000.00	Per Asset Band

Actionable Threat Intelligence for 2500-9999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$90,000.00	Per Asset Band
Actionable Threat Intelligence for 10000-14999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$103,500.00	Per Asset Band
Actionable Threat Intelligence for 15000-24999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$117,000.00	Per Asset Band
Actionable Threat Intelligence for 25000-49999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical	\$144,000.00	Per Asset Band

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

Actionable Threat Intelligence for 400000-699999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$360,000.00	Per Asset Band
Actionable Threat Intelligence for 700000-999999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$450,000.00	Per Asset Band
Actionable Threat for 1000000-1299999 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$540,000.00	Per Asset Band
Actionable Threat Intelligence for 1300000+ Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical	Custom	Per Asset Band

	database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.		
Actionable Threat Intelligence Pro for 500-1499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$144,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 1500-2499 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom	\$162,000.00	Per Asset Band

	honeypots for more advanced detection of threats for a specific tenant.		
Actionable Threat Intelligence Pro for 2500-9999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$180,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 10000-14999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$207,000.00	Per Asset Band

Actionable Threat Intelligence Pro for 15000-24999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$234,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 25000-49999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$288,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 50000-99999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being	\$360,000.00	Per Asset Band

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

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

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

	well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.		
Actionable Threat Intelligence Center for 500-1499 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$54,000.00	Per Asset Band
Actionable Threat Intelligence Center for 1500-2499 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$60,750.00	Per Asset Band
Actionable Threat Intelligence Center for 2500-9999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation	\$67,500.00	Per Asset Band

	stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.		
Actionable Threat Intelligence Center for 10000-14999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$77,625.00	Per Asset Band
Actionable Threat Intelligence Center for 15000-24999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$87,750.00	Per Asset Band

Actionable Threat Intelligence Center for 25000-49999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$108,000.00	Per Asset Band
Actionable Threat Intelligence Center for 50000-99999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$135,000.00	Per Asset Band
Actionable Threat Intelligence Center for 100000-199999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on	\$168,750.00	Per Asset Band

	asset behavior and also appends missing information on the asset.		
Actionable Threat Intelligence Center for 200000-399999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$202,500.00	Per Asset Band
Actionable Threat Intelligence Center for 400000-699999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$270,000.00	Per Asset Band
Actionable Threat Intelligence Center for 700000-999999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine	\$337,500.00	Per Asset Band

	which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.		
Actionable Threat Intelligence Center for 1000000-1299999 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$405,000.00	Per Asset Band
Actionable Threat Intelligence Center for 1300000+ Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	Custom	Per Asset Band

ARM-VIPR-AB-1499-491	Armis Vulnerability Prioritization and Remediation for 500 - 1499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, mana	\$23,465.00	Per Asset Band
ARM-VIPR-AB-2499-491	Armis Vulnerability Prioritization and Remediation for 1500 - 2499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	\$31,587.50	Per Asset Band
ARM-VIPR-AB-9999-491	Armis Vulnerability Prioritization and Remediation for 2500 - 9999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	\$45,125.00	Per Asset Band
ARM-VIPR-AB-14999-491	Armis Vulnerability Prioritization and Remediation for 10000 - 14999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$83,932.50	Per Asset Band

ARM-VIPR-AB-24999-491	Armis Vulnerability Prioritization and Remediation for 15000 - 24999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$114,166.25	Per Asset Band
ARM-VIPR-AB-49999-491	Armis Vulnerability Prioritization and Remediation for 25000 - 49999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$153,425.00	Per Asset Band
ARM-VIPR-AB-99999-491	Armis Vulnerability Prioritization and Remediation for 50000 - 99999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$230,137.50	Per Asset Band
ARM-VIPR-AB-199999-491	Armis Vulnerability Prioritization and Remediation for 100000 - 199999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$342,950.00	Per Asset Band

ARM-VIPR-AB-399999-491	Armis Vulnerability Prioritization and Remediation for 200000 - 399999 Assets, Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	\$532,475.00	Per Asset Band
ARM-VIPR-AB-699999-491	Armis Vulnerability Prioritization and Remediation for 400000 - 699999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	\$762,612.50	Per Asset Band
ARM-VIPR-AB-999999-491	Armis Vulnerability Prioritization and Remediation for 700000 - 999999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	\$947,625.00	Per Asset Band
ARM-VIPR-AB-1299999-491	Armis Vulnerability Prioritization and Remediation for 1000000 - 1299999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business ris	\$1,064,950.00	Per Asset Band

ARM-VIPR-AB-1300000-491	Armis Vulnerability Prioritization and Remediation for 1300000+ Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, manage	Custom	Per Asset Band
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## **Price Proposal**

Respondent: Blackwood

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

## Price Proposal

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

Solution Proposed: \_\_\_\_\_ Tenable\_\_\_\_\_

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

Tiered, not to exceed pricing for initial term:

Tiered, not to exceed pricing for initial term:

Tier	Lower Bound	Upper Bond	Pricing Rule	Tier Base Price	Unit Price
Tier 1	100	1,000	Qty x \$35.00	0.00	35.00
Tier 2	1,001	5,000	\$35,000 + [(Qty-1,000) x \$17.00]	35,000.00	17.00
Tier 3	5,001	10,000	\$103,000 + [(Qty-5,000) x \$10.00]	103,000.00	10.00
Tier 4	10,001	20,000	\$153,000 + [(Qty-10,000) x \$5.50]	153,000.00	5.50
Tier 5	20,001	50,000	\$208,000 + [(Qty-20,000) x \$3.75]	208,000.00	3.75
Tier 6	50,001	100,000	\$320,500 + [(Qty-50,000) x \$3.25]	320,500.00	3.25
Tier 7	100,001	9,999,999,999	\$483,000 + [(Qty-100,000) x \$3.00]	483,000.00	3.00

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

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	\$40,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of \$60,000	1 year
Quick Start Onboard Remote for Tenable Vulnerability Management	Quick Start Onboard Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$3000	Per customer
Quick Start Deploy Remote for Tenable Vulnerability Management	Quick Start Deploy Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$6000	Per customer

Quick Start Adopt Remote for Tenable Vulnerability Management	Quick Start Adopt Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$12,000	Per customer
Quick Start Optimize Remote for Tenable Vulnerability Management	Quick Start Optimize Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$24,000	Per customer
2 Day Seat - Tenable Vulnerability Management Specialist Course	Introduction Training	\$2,200	Per person
2 Day Seat - Tenable Vulnerability Management Expert	Expert Training	\$2,200	Per person

## Price Proposal

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

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

Service Category: Service Category 3: Endpoint Detection and Response

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

Tiered, not to exceed pricing for initial term:

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

Table – Volume Pricing Logic per Cortex XDR Pro Endpoint Tenant

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

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement 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

## Price Proposal

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

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

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

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

Tiered, not to exceed pricing for initial term:

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

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

Table 1. Volume Discount Tiers

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

Tier 9	650,001	1,000,000	87%
Tier 10	1,000,001	-	91%

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

Name	Description	Price	Unit
Customer Success Small	Domain expert providing post-sales engagement and guidance for PANW products	\$14,740	Annual
Customer Success Medium	Domain expert providing post-sales engagement and guidance for PANW products	\$44,770	Annual
Customer Success Large	Domain expert providing post-sales engagement and guidance for PANW products	\$94,820	Annual

## Price Proposal

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

Solution Proposed: Tenable Attack Surface Management \_\_\_\_\_

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

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

Fortnight Frequency

Tier	Lower Bound	Upper Bond	Pricing Rule	Tier Base Price	Unit Price
Tier 1	65	1,000	Qty x \$19.80	0.00	19.80
Tier 2	1,001	5,000	\$19,800 + [(Qty-1,000) x \$9.60]	19,800.00	9.60
Tier 3	5,001	10,000	\$58,200 + [(Qty-5,000) x \$5.64]	58,200.00	5.64
Tier 4	10,001	20,000	\$86,400 + [(Qty-10,000) x \$3.10]	86,400.00	3.10
Tier 5	20,001	50,000	\$117,400 + [(Qty-20,000) x \$2.14]	117,400.00	2.14
Tier 6	50,001	100,000	\$181,600 + [(Qty-50,000) x \$1.85]	181,600.00	1.85
Tier 7	100,001	9,999,999,999	\$274,100 + [(Qty-100,000) x \$1.69]	274,100.00	1.69

Daily Frequency

Tier	Lower Bound	Upper Bond	Pricing Rule	Tier Base Price	Unit Price
Tier 1	65	1,000	Qty x \$28.25	0.00	28.25
Tier 2	1,001	5,000	\$28,250 + [(Qty-1,000) x \$13.71]	28,250.00	13.71
Tier 3	5,001	10,000	\$83,090 + [(Qty-5,000) x \$8.06]	83,090.00	8.06
Tier 4	10,001	20,000	\$123,390 + [(Qty-10,000) x \$4.44]	123,390.00	4.44
Tier 5	20,001	50,000	\$167,790 + [(Qty-20,000) x \$3.02]	167,790.00	3.02
Tier 6	50,001	100,000	\$258,390 + [(Qty-50,000) x \$2.62]	258,390.00	2.62
Tier 7	100,001	9,999,999,999	\$389,390 + [(Qty-100,000) x \$2.42]	389,390.00	2.42

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

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	\$40,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of \$60,000	1 year

## Price Proposal

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

Solution Propose: Abnormal Security Inbound Email Security (IES) \_\_\_\_\_

Service Category: Service Category 5: Email Security

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

Tier	Price	Unit
Order Quantity 150-2999	\$38.11	IES per Mailbox
Order Quantity 3000-9999	\$24.75	IES per Mailbox
Order Quantity 10000-99999	\$16.57	IES per Mailbox
Order Quantity 100,0000+	\$12.06	IES per Mailbox

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

Name	Description	Price	Unit
Email Account Takeover Protection	Detects compromised accounts across email and identity platforms like Google Workspace, Microsoft 365 and its 85+ associated apps, Entra ID, and Okta—observing end-user behavior for activity that deviates from their known normal, including login patterns, MFA methods, too-fast-to-travel locations, mail rule changes, identity events ingested through Abnormal's CrowdStrike integration, and more.	\$11.24	Order Quantity 150-2999
Email Account Takeover Protection	Same As Above	\$7.30	Order Quantity 3000-9999
Email Account Takeover Protection	Same As Above	\$4.72	Order Quantity 10000-99999
Email Account Takeover Protection	Same As Above	\$3.39	Order Quantity 100,0000+

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Core Security Posture Management	Human behavior AI monitors for configuration drift, alerting you to risky administrator role changes, conditional access policy exceptions, and other potentially high-risk events. Provides ongoing insight into applications integrated into Microsoft 365 including information about app permissions and data access. Detects changes to user privileges and administrative role assignments to help identify and minimize the risk surface area. Provides a simple workflow to acknowledge and address configuration changes.	\$11.24	Order Quantity 150-2999
Core Security Posture Management	Same As Above	\$7.30	Order Quantity 3000-9999
Core Security Posture Management	Same As Above	\$4.72	Order Quantity 10000-99999
Core Security Posture Management	Same As Above	\$3.39	Order Quantity 100,0000+

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Abuse Mailbox/AI Security Mailbox	<p>Provides 24/7 AI triage to autonomously inspect and judge user-reported emails as malicious, spam, safe, or a phishing simulation. If an email is found to be malicious or spam, AI Security Mailbox intelligently locates and removes other unreported emails within the same phishing campaign instantly.</p> <p>Responds to every reported email with AI-powered explanations that provide detailed explanations.</p> <p>Employees can also ask follow-up or other security related questions, offering them a delightful and helpful experience. Organizes all user-reported emails in one place and provides full visibility into each submission.</p> <p>Administrators can see the full attack context for each campaign and every email. Integrates with existing end-user phishing reporting buttons, SIEM/SOAR solutions, and ticketing system workflows to enable centralized alerts for SOC analysts.</p>	\$11.24	Order Quantity 150-2999
Abuse Mailbox/AI Security Mailbox	Same As Above	\$7.30	Order Quantity 3000-9999
Abuse Mailbox/AI Security Mailbox	Same As Above	\$4.72	Order Quantity 10000-99999

Abuse Mailbox/AI Security Mailbox	Same As Above	\$3.39	Order Quantity 100,0000+
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Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
E-mail Like Security Posture Management	Monitor high-impact changes to user privileges across collaboration apps like Slack and Zoom. Abnormal Human Behavior AI builds a running inventory of privilege changes across Slack and Zoom, including timestamps and the humans involved—determining which changes may present a risk and need further investigation. Abnormal admins can drill into an individual change to gain a before-and-after view, giving insight into what the normal state looked like and how a given application has been affected. Abnormal also provides links to the PeopleBase profiles for each user involved and suggested next steps. Abnormal sends notifications so security teams can acknowledge changes, schedule email notifications, export to the SIEM, and follow suggested next steps if a privilege change indicates a serious risk. Changes associated with suspicious users	\$11.24	Order Quantity 150-2999

	are also surfaced and analyzed in Account Takeover Protection Case timelines to bolster investigation and detection confidence.		
E-mail Like Security Posture Management	Same As Above	\$7.30	Order Quantity 3000-9999
E-mail Like Security Posture Management	Same As Above	\$4.72	Order Quantity 10000-99999
E-mail Like Security Posture Management	Same As Above	\$3.39	Order Quantity 100,0000+

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
E-mail Like Messaging Security	Detect Malicious Messages Across Collaboration Apps. Inspects messages for suspicious URLs. Abnormal leverages autonomous AI, scanning for malicious links in message threads, groups, and chats. Combines email and collaboration app threats in one threat log. Abnormal understands the advanced attacks targeting the humans in your organization across all of your email tenants, as well as Slack, Microsoft Teams, and Zoom, and displays them in one Threat Log. Detects risky external content by scanning all of your internal and external	\$11.24	Order Quantity 150-2999

	messaging threads for malicious content to detect insider threats and reduce your risk of supply chain attacks.		
E-mail Like Messaging Security	Same As Above	\$7.30	Order Quantity 3000-9999
E-mail Like Messaging Security	Same As Above	\$4.72	Order Quantity 10000-99999
E-mail Like Messaging Security	Same As Above	\$3.73	Order Quantity 100,0000+

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Cloud Account Takeover Protection	Prevent account takeovers in your cloud infrastructure platforms with autonomous AI. Cloud-native API architecture centralizes cloud visibility by enabling simple integration with only a few clicks. Security teams can integrate their major cloud apps—AWS, Microsoft Azure, and Google Cloud Platform—in minutes. Human behavior AI automatically analyzes authentication signals, communications, and suspicious applications, including logins from unusual locations, abnormal VPN usage, or new MFA registrations. Abnormal automatically identifies compromised identities, generating a contextual behavioral Case timeline to enable investigation of notable events. This significantly reduces manual SOC effort and	\$11.24	Order Quantity 150-2999

	highlights threats that may have gone unnoticed. Account Takeover Protection automates remediation, immediately terminating sessions and revoking account access across cloud entities once an account takeover is confirmed—massively reducing the time spent responding to account takeover incidents.		
Cloud Account Takeover Protection	Same As Above	\$7.30	Order Quantity 3000-9999
Cloud Account Takeover Protection	Same As Above	\$4.72	Order Quantity 10000-99999
Cloud Account Takeover Protection	Same As Above	\$3.39	Order Quantity 100,0000+

## Price Proposal

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

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

## **Price Proposal**

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

Solution Proposed: \_\_\_\_\_ Cloudflare\_\_\_\_\_

Service Category: Service Category 6: Content Delivery Network

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

Tier	Price	Unit	Cloudflare Quote #'s
0 to 25,000 Population	\$21,015 per year	Population Size	Q376560
25,001 to 150,000 Population	\$52,965 per year	Population Size	Q376554
150,001 to 750,000 Population	\$106,595 per year	Population Size	Q376504
750,001+ Population	\$260,385 per year	Population Size	Q379125
Implementation	Custom SKU as quoted	Custom Scope	

## Price Proposal

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

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

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

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.

## **Attachment B**

### **Price Proposal**

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

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

The Department prefers that Respondent's pricing:

- 1) Provides not-to-exceed pricing for initial term and renewal term of the Solution; and
- 2) Provides Tiered Pricing, where greater numbers of units purchased provide discounted pricing.

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

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

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

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

## Price Proposal

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

Solution Proposed: Splunk Security Operations Platform \_\_\_\_\_

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Splunk Cloud's licensing model is based on the daily volume of data ingested, measured in gigabytes or terabytes, and operates on a subscription basis with annual or multi-year commitments. Splunk Cloud can only be purchased by increments of 50GB, with 50GB being the minimum. Pricing below is not to exceed pricing for Splunk Cloud w/ encryption at rest. Additional flavors of Splunk cloud are available (commercial cloud, FedRamp or compliance (HIPPA/PCI). In addition to Splunk Cloud, Splunk can also be deployed on-prem.

Tier	Price	Unit
50-99GB	\$3480	1GB
100-199GB	\$2184.21	1GB
200GB-499GB	\$1534.73	1GB
500-999GB	\$1404.21	1GB
1000-1999GB	\$1356.84	1GB
2000-4999GB	\$1333.68	1GB
5000-10000GB	\$1323.16	1GB

Add-On Services (OPTIONAL) for initial term:

**Professional services** - are billed on a per-day basis. Splunk PS has created Implementation Packages aligned to our products. Depending on the scope of a customer's license and environment, the amount of professional services required will vary. Cost for professional services will be billed as they are used. Each customer will be scoped according to their products, data sources, data size, users, dashboards, reports and SOAR playbooks. These services will be delivered remotely. If the customer requires on-site resources, travel and expense costs will be incurred.

**Training Units** - also known as "education credits" or "training credits", are Splunk Education-specific currency that can be used on any paid Splunk training offering.

Name	Description	Price	Unit
Professional Services	1 day of implementation services	\$2104.12	1
EDU credits	Educational training credits	\$9.09	1

## Price Proposal

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

Solution Proposed: \_\_\_\_\_ Okta \_\_\_\_\_

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

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

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

Vendor	Description	List Price
Okta, Inc.	IT Products - Adaptive MFA	\$72.00
Okta, Inc.	IT Products - Adaptive MFA - Transitional SKU for API Product to IT Product Migration	\$72.00
Okta, Inc.	IT Products - Adaptive Single Sign-On	\$60.00
Okta, Inc.	IT Products - Adaptive Single Sign-On - Transitional SKU for API Product to IT Product Migration	\$60.00
Okta, Inc.	IT Products - MFA	\$36.00
Okta, Inc.	IT Products - MFA - Transitional SKU for API Product to IT Product Migration	\$36.00
Okta, Inc.	IT Products - Okta Privileged Access - Resource Units Per Month	\$168.00
Okta, Inc.	IT Products - Single Sign-On	\$24.00
Okta, Inc.	IT Products - Single Sign-On - Transitional SKU for API Product to IT Product Migration	\$24.00
Okta, Inc.	IT Products - Single Sign-On (10 app limit)	\$18.00
Okta, Inc.	IT Products - Single Sign-On (10 app limit) - Transitional SKU for API Product to IT Product Migration	\$18.00
Okta, Inc.	IT Products - Single Sign-On (5 app limit)	\$12.00
Okta, Inc.	IT Products - Single Sign-On (5 app limit) - Transitional SKU for API Product to IT Product Migration	\$12.00
Okta, Inc.	IT Products - Universal Directory	\$24.00
Okta, Inc.	IT Products - Universal Directory - Transitional SKU for API Product to IT Product Migration	\$24.00
Okta, Inc.	IT Products - Advanced Lifecycle Management	\$72.00
Okta, Inc.	IT Products - Identity Threat Protection	\$48.00

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

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

Vendor	Description	List Price
Okta, Inc.	IT Products - Advanced Lifecycle Management - Transitional SKU for API Product to IT Product Migration	\$72.00
Okta, Inc.	IT Products - Advanced Server Access, annual	\$180.00
Okta, Inc.	IT Products - Advanced Server Access, annual - Transitional SKU for API Product to IT Product Migration	\$180.00
Okta, Inc.	IT Products - API Access Management	\$24.00
Okta, Inc.	IT Products - API Access Management - Transitional SKU for API Product to IT Product Migration	\$24.00
Okta, Inc.	IT Products - Desktop Access	\$24.00
Okta, Inc.	IT Products - Device Access	\$48.00
Okta, Inc.	IT Products - Lifecycle Management	\$48.00
Okta, Inc.	IT Products - Lifecycle Management - Transitional SKU for API Product to IT Product Migration	\$48.00
Okta, Inc.	IT Products - Lifecycle Management, 1 OIN App	\$12.00
Okta, Inc.	IT Products - Lifecycle Management, 1 OIN App - Transitional SKU for API Product to IT Product Migration	\$12.00
Okta, Inc.	IT Products - Lifecycle Management, Advanced Sourcing	\$24.00
Okta, Inc.	IT Products - Lifecycle Management, Advanced Sourcing - Transitional SKU for API Product to IT Product Migration	\$24.00
Okta, Inc.	IT Products - Okta Access Gateway, annual	\$36.00
Okta, Inc.	IT Products - Okta Access Gateway, annual - Transitional SKU for API Product to IT Product Migration	\$36.00
Okta, Inc.	IT Products - Okta Identity Governance - (150 workflows)	\$120.00
Okta, Inc.	IT Products - Okta Identity Governance - (150 workflows) - Transitional SKU for API Product to IT Product Migration	\$120.00
Okta, Inc.	IT Products - Okta Identity Governance - (50 workflows)	\$108.00
Okta, Inc.	IT Products - Okta Identity Governance - (50 workflows) - Transitional SKU for API Product to IT Product Migration	\$108.00
Okta, Inc.	IT Products - Okta Identity Governance - (unlimited workflows)	\$132.00
Okta, Inc.	IT Products - Okta Identity Governance - (unlimited workflows) - Transitional SKU for API Product to IT Product Migration	\$132.00
Okta, Inc.	WF-Light Workforce Identity Workflows (50 flows) - Transitional SKU for API Product to IT Product Migration	\$48.00

Okta, Inc.	WF-Medium Workforce Identity Workflows (150 flows) - Transitional SKU for API Product to IT Product Migration	\$60.00
Okta, Inc.	WF-Unlimited Workforce Identity Workflows (Unlimited flows) - Transitional SKU for API Product to IT Product Migration	\$72.00

## Price Proposal

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

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

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

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

Tiered, not to exceed pricing for initial term:

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

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

## Price Proposal

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

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

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

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

Tiered, not to exceed pricing for initial term:

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

Tiered, not to exceed pricing for renewal term:

Tier	Price	Unit
Small	\$33,222	100 Credits
Medium	\$183,060	1000 Credits
Large	\$396,630	2500 Credits

## Price Proposal

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

Solution Proposed: Armis VIPR PRO \_\_\_\_\_

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Asset minimum 2000 per tenant.

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

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

Asset minimum 2000 per tenant.

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

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

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

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

	advanced cyber exposure platform. Up to 2 Network Ports included and asset cap of 500 assets unless otherwise noted		
Armis OT/IOT - Med Site- 1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 5 Network Ports included and asset cap of 2,625 assets unless otherwise noted	\$22,500.00	Per Site Tier
Armis OT/IOT - Med Site- 51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical	\$21,420.00	Per Site Tier

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

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

	protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 12 Network Ports included and asset cap of 42,500 assets unless otherwise noted		
Armis OT/IOT - XL Site-1-50 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while bridging the IT/OT gap. Control, monitor and protect critical OT assets such as industrial controls, BMS and critical infrastructure using the industry's most advanced cyber exposure platform. Up to 16 Network Ports included and asset cap of 140,000 assets unless otherwise noted	\$68,400.00	Per Site Tier
Armis OT/IOT - XL Site-51-100 Site Tier	See and secure IOT/OT environments, stay ahead of risks and build an effective and comprehensive security strategy. Secure cyber-physical assets by achieving full visibility across OT, IoT and BMS assets while	\$64,980.00	Per Site Tier

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

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

	ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 1 Network Port included and asset cap of 780 assets unless otherwise noted.		
Armis MDS - Small Facility, Up to 50 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Up to 3 Network Ports included and asset cap of 3,000 assets unless otherwise noted.	\$25,650.00	Per Site Tier
Armis MDS - Small Facility, 51 - 100 Facilities Tier	Complete visibility and maximize security across all medical devices, clinical assets	\$24,390.00	Per Site Tier

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

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

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

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

	patient safety and ensure privacy. Up to 8 Network Ports included and asset cap of 30,000 assets unless otherwise noted.		
Armis MDS - X-Large Facilities	Complete visibility and maximize security across all medical devices, clinical assets and the entire healthcare device ecosystem - with zero disruption to patient care. Includes complete visibility and security across all medical and clinical assets, analysis of the network for smart segmentation, monitor asset behavior and assess device MDS2 properties and FDA compliance, protect patient safety and ensure privacy. Network Ports included and asset cap to be defined	Custom	Per Site Tier
On-Site Resident Engineer/Architect	1-Year full-time onsite Armis Resident Engineer or Resident Architect. Services may commence up to 6 months after an initial purchase of the Armis platform. As per customer needs, this resource will fit either an Architect or Engineer profile at Customer's discretion. Resident Engineer will augment the customer engineering team in complex environments	\$517,500.00	Per Resource

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

	<p>providing knowledge and hands-on capabilities of both the Armis platform as well as relevant customer technologies (networking, security, and other relevant domains). Resident Architect will apply a combination of leadership skill, operational vision, understanding of unique customer needs, as well as deep knowledge of Armis technologies and capabilities towards the end-goal of accelerating adoption of the Armis platform in complex accounts.</p>		
Platinum Support	<p>Armis Platinum Services delivers advanced services capabilities for scaled deployments. Services include: Designated Technical Account Manager (TAM), Private / Dedicated Training Classes, Implementation Design &amp; Optimization, Periodical Policies Tuning Assistance, Product Management Roadmap Visibility, Quarterly Executive Reviews (QBRs), Priority Exec Escalation Path, Proactive Emergency Notifications, Proactive</p>	\$0.00	Per Subscription

	Technical Health Monitoring and Tuning		
Premium Support	24x7x365 access to Armis Enterprise Technical Support, Onboarding & Deployment Assistance. Access to Armis University with on demand and public remote instructor led training.	\$0.00	Per Subscription
Armis Data Retention	Armis Data Retention beyond standard contractual period of retention (per Megabyte)	\$900.00	Per Request
Armis Tenant Basic	Additional Basic tenant with customized name for customized customer use, on top of existing customer tenant.	\$225,000.00	Per Tenant
Armis Tenant Mid Enterprise	Additional Mid Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	\$450,000.00	Per Tenant
Armis Tenant Large Enterprise	Additional Large Enterprise tenant with customized name for customized customer use, on top of existing customer tenant.	\$675,000.00	Per Tenant
Actionable Threat Intelligence for 500-1499 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical	\$72,000.00	Per Asset Band

	database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.		
Actionable Threat Intelligence for 1500 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$81,000.00	Per Asset Band
Actionable Threat Intelligence for 2500 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment.	\$90,000.00	Per Asset Band
Actionable Threat Intelligence for 10000 Assets	Actionable Threat Intelligence product provides the CVE's that are currently being exploited and/or	\$103,500.00	Per Asset Band

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

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

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

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

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

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

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

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

Actionable Threat Intelligence Pro for 200000-399999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$540,000.00	Per Asset Band
Actionable Threat Intelligence Pro for 400000-699999 Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly	\$720,000.00	Per Asset Band

	used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.		
Actionable Threat Intelligence Pro for Assets 700000-999999	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	\$900,000.00	Per Asset Band
Actionable Threat Intelligence Pro for Assets 1000000-1299999	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing	\$1,080,000.00	Per Asset Band

	maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.		
Actionable Threat Intelligence Pro for 1300000+ Assets	Actionable Threat Intelligence Pro provides the CVE's that are currently being exploited and/or weaponized before they are widely known. Includes a historical database of hundreds of feeds cumulated over time which allows incident response teams to trace what an IP address was doing maliciously at any particular moment. as well as, an AI-driven real time threat hunting service across the tenant, most commonly used TTPs from threat actors and custom honeypots for more advanced detection of threats for a specific tenant.	Custom	Per Asset Band
Actionable Threat Intelligence Center for 500-1499 Assets	Actionable Threat Intelligence Center. Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they	\$54,000.00	Per Asset Band

	impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.		
Actionable Threat Intelligence Center for 1500-2499 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$60,750.00	Per Asset Band
Actionable Threat Intelligence Center for 2500-9999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data	\$67,500.00	Per Asset Band

	lake which provides detailed profiles on asset behavior and also appends missing information on the asset.		
Actionable Threat Intelligence Center for 10000-14999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$77,625.00	Per Asset Band
Actionable Threat Intelligence Center for 15000-24999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing	\$87,750.00	Per Asset Band

	information on the asset.		
Actionable Threat Intelligence Center for 25000-49999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$108,000.00	Per Asset Band
Actionable Threat Intelligence Center for 50000-99999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$135,000.00	Per Asset Band

Actionable Threat Intelligence Center for 100000-199999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$168,750.00	Per Asset Band
Actionable Threat Intelligence Center for 200000-399999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation stage and enables you to stop them before they impact your organization enhanced by the Asset Intelligence engine which consists of a 4 billion plus asset data lake which provides detailed profiles on asset behavior and also appends missing information on the asset.	\$202,500.00	Per Asset Band
Actionable Threat Intelligence Center for 400000-699999 Assets	Actionable Threat Intelligence Center: Includes early warning insights which advises you to attacks that are still in the formulation	\$270,000.00	Per Asset Band

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

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

ARM-VIPR-AB-2499-491	Armis Vulnerability Prioritization and Remediation for 1500 - 2499 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	\$31,587.50	Per Asset Band
ARM-VIPR-AB-9999-491	Armis Vulnerability Prioritization and Remediation for 2500 - 9999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, man	\$45,125.00	Per Asset Band
ARM-VIPR-AB-14999-491	Armis Vulnerability Prioritization and Remediation for 10000 - 14999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$83,932.50	Per Asset Band
ARM-VIPR-AB-24999-491	Armis Vulnerability Prioritization and Remediation for 15000 - 24999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and	\$114,166.25	Per Asset Band

	technical context, vulnerability criticality and business risk, m		
ARM-VIPR-AB-49999-491	Armis Vulnerability Prioritization and Remediation for 25000 - 49999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$153,425.00	Per Asset Band
ARM-VIPR-AB-99999-491	Armis Vulnerability Prioritization and Remediation for 50000 - 99999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk, m	\$230,137.50	Per Asset Band
ARM-VIPR-AB-199999-491	Armis Vulnerability Prioritization and Remediation for 100000 - 199999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context,	\$342,950.00	Per Asset Band

	vulnerability criticality and business risk,		
ARM-VIPR-AB-399999-491	Armis Vulnerability Prioritization and Remediation for 200000 - 399999 Assets, Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	\$532,475.00	Per Asset Band
ARM-VIPR-AB-699999-491	Armis Vulnerability Prioritization and Remediation for 400000 - 699999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and technical context, vulnerability criticality and business risk,	\$762,612.50	Per Asset Band
ARM-VIPR-AB-999999-491	Armis Vulnerability Prioritization and Remediation for 700000 - 999999 Assets., Armis VIPR enables vulnerability managers to consolidate all vulnerabilities, prioritize based on business and	\$947,625.00	Per Asset Band

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

## Price Proposal

Respondent: \_\_ Blackwood \_\_

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

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tiered, not to exceed pricing for initial term:

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

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

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

## Price Proposal

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

Solution Proposed: Tenable \_\_\_\_\_

Service Category: Service Category 13: Vulnerability Assessment and Management

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

Tier	Lower Bound	Upper Bond	Pricing Rule	Tier Base Price	Unit Price
Tier 1	100	1,000	Qty x \$35.00	0.00	35.00
Tier 2	1,001	5,000	\$35,000 + [(Qty-1,000) x \$17.00]	35,000.00	17.00
Tier 3	5,001	10,000	\$103,000 + [(Qty-5,000) x \$10.00]	103,000.00	10.00
Tier 4	10,001	20,000	\$153,000 + [(Qty-10,000) x \$5.50]	153,000.00	5.50
Tier 5	20,001	50,000	\$208,000 + [(Qty-20,000) x \$3.75]	208,000.00	3.75
Tier 6	50,001	100,000	\$320,500 + [(Qty-50,000) x \$3.25]	320,500.00	3.25
Tier 7	100,001	9,999,999,999	\$483,000 + [(Qty-100,000) x \$3.00]	483,000.00	3.00

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

Name	Description	Price	Unit
Premier Support	Premier Support for Tenable Enterprise Customers	\$40,000	1 year
Elite Support	Elite Support for Tenable Enterprise Customers	20% of entire Enterprise Footprint value, or minimum of \$60,000	1 year
Quick Start Onboard Remote for Tenable Vulnerability Management	Quick Start Onboard Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$,3000	Per customer
Quick Start Deploy Remote for Tenable Vulnerability Management	Quick Start Deploy Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$6000	Per customer
Quick Start Adopt Remote	Quick Start Adopt Remote for Tenable Vulnerability	\$12,000	Per customer

for Tenable Vulnerability Management	Management (formerly Tenable.io).		
Quick Start Optimize Remote for Tenable Vulnerability Management	Quick Start Optimize Remote for Tenable Vulnerability Management (formerly Tenable.io).	\$24,000	Per customer
2 Day Seat - Tenable Vulnerability Management Specialist Course	Introduction Training	\$2,200	Per person
2 Day Seat - Tenable Vulnerability Management Expert	Expert Training	\$2,200	Per person

## Price Proposal

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

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

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

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

Tiered, not to exceed pricing for initial term:

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

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

Add-On Services (OPTIONAL) for initial term:

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

## Price Proposal

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

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

Service Category: Service Category 15: Data Security

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

Tiered, not to exceed pricing for initial term:

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

## Price Proposal

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

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.

## Price Proposal

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

Solution Proposed: \_\_\_\_\_ Splunk SIEM \_\_\_\_\_

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

Tiered, not to exceed pricing for initial term:

Splunk Cloud's licensing model is based on the daily volume of data ingested, measured in gigabytes or terabytes, and operates on a subscription basis with annual or multi-year commitments. Splunk Cloud can only be purchased by increments of 50GB, with 50GB being the minimum. Pricing below is not to exceed pricing for Splunk Cloud w/ encryption at rest. Additional flavors of Splunk cloud are available (commercial cloud, FedRamp or compliance (HIPPA/PCI). In addition to Splunk Cloud, Splunk can also be deployed on-prem.

Tier	Price	Unit
50-99GB	\$3480	1GB
100-199GB	\$2184.21	1GB
200GB-499GB	\$1534.73	1GB
500-999GB	\$1404.21	1GB
1000-1999GB	\$1356.84	1GB
2000-4999GB	\$1333.68	1GB
5000-10000GB	\$1323.16	1GB

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

**Professional services** - are billed on a per-day basis. Splunk PS has created Implementation Packages aligned to our products. Depending on the scope of a customer's license and environment, the amount of professional services required will vary. Cost for professional services will be billed as they are used. Each customer will be scoped according to their products, data sources, data size, users, dashboards, reports and SOAR playbooks. These services will be delivered remotely. If the customer requires on-site resources, travel and expense costs will be incurred.

**Training Units** - also known as "education credits" or "training credits", are Splunk Education-specific currency that can be used on any paid Splunk training offering.

Name	Description	Price	Unit
Professional Services	1 day of implementation services	\$2104.12	1
EDU credits	Educational training credits	\$9.09	1