

## Exhibit B

**Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte &amp; Touche LLP

Solution Proposed: CrowdStrike

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0 – 10,000,000	\$236.80	End point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

## **Add-on services description:**

### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the

customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Netskope IoT Security

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
IoT Software Bundle	0 – 1,000 Users: \$201.60 1,000 – 2,500 Users: \$171.36 2,500 – 5,000 Users: \$151.20 5,000 – 10,000 Users: \$141.12 10,000+ Users: \$90.72	Subscription Per User / 2 Years
IoT Software Base	0 – 1,000 Users: \$134.40 1,000 – 2,500 Users: \$114.24 2,500 – 5,000 Users: \$100.80 5,000 – 10,000 Users: \$94.08 10,000+ Users: \$60.48	Subscription Per User / 2 Years
IoT Security Asset Management	0 – 1,000 Users: \$22.40 1,000 – 2,500 Users: \$19.04 2,500 – 5,000 Users: \$16.80 5,000 – 10,000 Users: \$15.68 10,000+ Users: \$10.08	Subscription Per User / 2 Years
IoT Security Device Risk	0 – 1,000 Users: \$22.40 1,000 – 2,500 Users: \$19.04 2,500 – 5,000 Users: \$16.80 5,000 – 10,000 Users: \$15.68 10,000+ Users: \$10.08	Subscription Per User / 2 Years
IoT Security Access Control	0 – 1,000 Users: \$22.40 1,000 – 2,500 Users: \$19.04 2,500 – 5,000 Users: \$16.80 5,000 – 10,000 Users: \$15.68 10,000+ Users: \$10.08	Subscription Per User / 2 Years
IoT Security Appliance	0 – 1,000 Users: \$28,000.00 1,000 – 2,500 Users: \$23,800.00 2,500 – 5,000 Users: \$21,000.00 5,000 – 10,000 Users: \$19,600.00 10,000+ Users: \$12,600.00	Per Device (1 time purchase)
IoT Security Appliance Support	0 – 1,000 Users: \$11,200.00 1,000 – 2,500 Users: \$9,520.00 2,500 – 5,000 Users: \$8,400.00 5,000 – 10,000 Users: \$7,840.00 10,000+ Users: \$5,040.00	Subscription Per Device / 2 Years
Netskope Borderless SD-WAN IoT Plug-In add-on, 3Y subscription, applicable for NK-ENT-250M-3Y. Supported Platform: NSG-1500	\$1,904.00	Subscription / 3 Year
Netskope Borderless SD-WAN IoT Plug-In add-on, 3Y subscription,	\$3,584.00	Subscription / 3 Year

applicable for NK-ENT-1G-3Y. Supported Platform: NSG-2000		
Premium Support (24x7) REQUIRED	20% of the product price	-

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools

integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Palo Alto

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Small NGFW IoT Subscription	\$357.28	1.7 Gbps throughput
Medium NGFW IoT Subscription	\$11,967.20	14 Gbps throughput
Large NGFW IoT Subscription	\$31,130.40	53.7 Gbps throughput

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

## **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

## **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints,

maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Zscaler Zero Trust Device Segmentation

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
ZS-ESSPLATFORM	\$100.80	Per User/Year
ZS-PLATFORM	\$201.60	Per User/Year
ZCES-SUP-ESS	20%	% of List Price
ZCES-SUP-PLUS	20%	% of List Price
ZCES-SUP-PREM-ADV	20%	% of List Price
ZCES-SUP-PREM-ADV-PLUS	20%	% of List Price
ZCES-SUP-PREM-IN-CTRY-ADD-ON	5%	% of List Price
Zero Trust Device Segmentation	\$120,960.00	Per User/Year

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition	\$46,477	Sprint
	Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:**

**Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)

- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
ZS-RM-1	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$50.40	Per User / Per Year
ZS-RM-2	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year)  1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$95.76	Per User / Per Year
ZS-RM-3	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year)  1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$136.08	Per User / Per Year
ZS-RM- UVM	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.40	Per User / Per Year
ZT-WKLD- GB-STD	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) (Per Year / Per GB of monthly traffic)	\$6.05	Per Year / Per GB of monthly traffic
ZT-WKLD- GB-ADV	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, Private Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)	\$25.20	Per Year / Per GB of monthly traffic
ZT-WKLD- GB-ADV-PLUS	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	\$37.80	Per Year / Per GB of monthly traffic

ZT- SDWAN-ADV	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site. (Per Site / Per Year)	\$4,032.00	
ZT- SDWAN-ADV-PLUS-UPGRADE	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	\$2,016.00	Per Site / Per Year
ZT- SDWAN-400	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$4,838.40	Per Site / Per Year
ZT- SDWAN-600	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$7,257.60	Per Device / Per Year
ZT- SDWAN-800	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$12,096.00	Per Device / Per Year
ZT- SDWAN-400-HA	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	\$806.40	Per Device / Per Year
ZT- SDWAN-600-HA	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	\$3,225.60	Per Device / Per Year
ZT- SDWAN-800-HA	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	\$8,064.00	Per Device / Per Year
ZT- SDWAN- DEV	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	\$100.80	Per Device / Per Year
ZT- SDWAN- GB	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	\$20.16	Per GB / Per Year
ZS-ZPA-1	Annual Subscription to Zscaler Private Access that includes one of	\$50.40	Per User / Per Year

	the following (Per User / Per Year)  1.) Private Access Segmentation  2.) Private Access App Protection		
ZS-ZPA-2	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year)  1.) Private Access Segmentation 2.) Private Access App Protection	\$95.20	Per User / Per Year
ZCES-EDU-CREDIT	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$302.40	Per Unit
ZCES-EDU-ONSITE	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,308.00	Per Unit

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Cisco

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Secure Endpoint Advantage for 100 to 499 users	\$49.93	Per endpoint per 12 months
Secure Endpoint Advantage for 500 to 999 users	\$41.25	Per endpoint per 12 months
Secure Endpoint Advantage for 1,000 to 4,999 users	\$50.42	Per endpoint per 12 months
Secure Endpoint Advantage for 5,000 to 9,999 users	\$46.30	Per endpoint per 12 months
Secure Endpoint Advantage for over 10,000 users	\$36.84	Per endpoint per 12 months

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition	\$46,477	Sprint
	Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

## **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

## **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Secure MDR for 500 to 999 Endpoints	Managed Detection and Response for Endpoints	\$6.25	Per Endpoint per 12 months
Secure MDR for 1,000 to 4,999 Endpoints	Managed Detection and Response for Endpoints	\$5.00	Per Endpoint per 12 months
Secure MDR for 5,000 to 9,999 Endpoints	Managed Detection and Response for Endpoints	\$4.75	Per Endpoint per 12 months
Secure MDR for over 10,000 Endpoints	Managed Detection and Response for Endpoints	\$4.51	Per Endpoint per 12 months

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Crowdstrike Falcon

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0 – 10,000,000	\$701.32	End Point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint
	24x7 threat monitoring/Security operations center		

## **Add-on services description:**

### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Palo Alto

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Cortex XDR Pro Small	\$11,328.80	200 endpoints
Cortex XDR Pro Medium	\$199,920.00	5,000 endpoints
Cortex XDR Pro Large	\$733,040.00	20,000 endpoints

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring

12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

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

Name	Description	Price	Unit
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	\$2,932.16	200
Customer Success	Domain expert providing post-sales engagement	\$43,982.40	5000

	and guidance for PANW products		
Customer Success	Domain expert providing post-sales engagement and guidance for PANW products	\$161,268.80	20000

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Palo Alto

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	\$75,040.00	1,000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	\$227,920.00	25,000
Assets Under Management (AUM). Assets to be monitored by the Expander platform. This item is priced annually.	\$482,720.00	100,000

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

## Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

## Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

### **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Cisco

Service Category: Service Category 5: Email Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Secure Email Cloud Advantage for 100 – 499 users	\$28.03	Per user per 12 months
Secure Email Cloud Advantage for 500 – 999 users	\$35.10	Per user per 12 months
Secure Email Cloud Advantage for 1,000 – 4,999 users	\$33.13	Per user per 12 months
Secure Email Cloud Advantage for 5,000 – 9,999 users	\$26.82	Per user per 12 months
Secure Email Cloud Advantage for over 10,000 users	\$25.01	Per user per 12 months

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets	\$46,477	Sprint
	Development and tuning of use cases Technology migration/transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect

- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Proofpoint

Service Category: Service Category 5: Email Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
PFPT Enterprise P0 - F-Secure-S (SaaS)	1-500: \$54,347.36 501-750: \$75,465.44 751-1000: \$96,970.37 1001-2500: \$82.49 2501-5000: \$65.99 5001-10000: \$55.25 10001-20000: \$48.61 20001-50000: \$43.80 50001-100000: \$37.79 100001-200000: \$31.73 200001-999999999: \$28.29	Fixed Price for Tier Fixed Price for Tier Fixed Price for Tier PPU PPU PPU PPU PPU PPU PPU PPU PPU
PFPT Enterprise P0 - F-Secure-V (Virtual)	1-500: \$46,578.37 501-750: \$64,555.00 751-1000: \$82,961.80 1001-2500: \$79.25 2501-5000: \$63.40 5001-10000: \$53.70 10001-20000: \$46.11 20001-50000: \$40.75 50001-100000: \$34.65 100001-200000: \$29.56 200001-999999999: \$26.23	Fixed Price for Tier Fixed Price for Tier Fixed Price for Tier PPU PPU PPU PPU PPU PPU PPU PPU PPU
PFPT Enterprise P0 - McAfee- S (SaaS)	1-500: \$54,347.36 501-750: \$75,465.44 751-1000: \$96,970.37 1001-2500: \$82.49 2501-5000: \$65.99 5001-10000: \$55.25 10001-20000: \$48.61 20001-50000: \$43.80 50001-100000: \$37.79 100001-200000: \$31.73 200001-999999999: \$28.29	Fixed Price for Tier Fixed Price for Tier Fixed Price for Tier PPU PPU PPU PPU PPU PPU PPU PPU PPU
PFPT Enterprise P0 - McAfee- V	1-500: \$53,801.16 501-750: \$68,492.55 751-1000: \$87,526.24 1001-2500: \$79.25 2501-5000: \$63.40 5001-10000: \$53.70 10001-20000: \$46.11 20001-50000: \$40.75 50001-100000: \$34.65	Fixed Price for Tier Fixed Price for Tier Fixed Price for Tier PPU PPU PPU PPU PPU PPU PPU

	100001-200000: \$29.56 200001-999999999: \$26.23	PPU PPU

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

## **Add-on services description:**

### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

### Deloitte & Touche, LLP Price Proposal

Respondent: Deloitte & Touche, LLP

Solution Proposed: Akamai

Service Category: Service Category 6: Content Delivery Network

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
App & API Protector - Included delivery - Quantity Based Commit - Up to 1000-GB	\$22,367.08	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000-GB	\$24,625.56	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 5000-GB	\$31,399.19	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 10000-GB	\$40,701.42	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 20000-GB	\$57,320.22	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 30000-GB	\$69,964.09	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 40000-GB	\$78,634.85	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 50000-GB	\$83,331.58	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit -Up to 1000000-GB	\$351,270.43	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - Up to 2000000-GB	\$453,629.25	Per Tier Monthly
App & API Protector - Included delivery - Quantity Based Commit - GB 1000-9999999-GB Overage	\$2.26	Per GB
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000-GB	\$28,919.37	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 2000-GB	\$33,736.27	Per Tier Monthly

App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 5000-GB	\$48,186.92	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 10000-GB	\$67,695.68	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 20000-GB	\$102,135.69	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 30000-GB	\$127,424.34	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 40000-GB	\$143,561.63	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 200000-GB	\$325,157.87	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 500000-GB	\$451,601.14	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Up to 1000000-GB	\$596,107.72	Per Tier Monthly
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - GB 1000-9999999-GB Overage	\$4.80	Per GB
App & API Protector with Advanced Security Management - Included delivery - Commitment - Additional Security Configurations 0-9999999	\$12,647.49	Per Configuration
Site Shield - Additional Commitment - Maps	\$1,707.41	Per Configuration
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1-Domains	\$1,264.75	Per Domain
App & API Protector with Advanced Security Management - Included delivery - Quantity	\$6,052.73	Per Package

based Commit - Additional Domains Up to 10-Domains		
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 100-Domains	\$42,188.41	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1000-Domains	\$211,393.73	Per Package
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard SAN - SNI - Commitment - Unit 1-50-Unit	\$1,987.46	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
Edge DNS - Quantity Based Commit - Up to 1-Zones	\$328.83	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 3-Zones	\$542.04	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 10-Zones	\$1,084.07	Per Tier (Zone)

Edge DNS - Quantity Based Commit - Up to 25-Zones	\$1,746.85	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 50-Zones	\$2,710.18	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 100-Zones	\$3,794.25	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 250-Zones	\$5,010.81	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 500-Zones	\$7,040.42	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1000-Zones	\$9,877.08	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1500-Zones	\$12,593.28	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 2500-Zones	\$16,803.09	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1 Zones	\$411.04	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 3 Zones	\$677.54	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 10 Zones	\$1,355.09	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 25 Zones	\$2,183.50	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 50 Zones	\$3,387.72	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 100 Zones	\$4,742.81	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 250 Zones	\$6,265.02	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 500 Zones	\$8,800.84	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1000 Zones	\$12,341.24	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1500 Zones	\$15,744.31	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 2500 Zones	\$21,000.25	Per Tier (Zone)
Global Traffic Management Protect & Perform - Monthly - Properties 0-1-Properties Usage	\$325.21	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 2-3-Properties Usage	\$230.36	Per Property Monthly

Global Traffic Management Protect & Perform - Monthly - Properties 4-10-Properties Usage	\$101.36	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 11-25-Properties Usage	\$65.79	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 26-50-Properties Usage	\$50.96	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 51-100-Properties Usage	\$40.31	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 101-250-Properties Usage	\$24.71	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 251-500-Properties Usage	\$17.36	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 501-1000-Properties Usage	\$13.27	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 1001-1500-Properties Usage	\$11.82	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 1501-2500-Properties Usage	\$10.54	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 2501-5000-Properties Usage	\$8.43	Per Property Monthly
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	\$4.69	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	\$3.53	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 500-999-Users	\$1.76	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 1000-2499-Users	\$1.32	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 2500-4999-Users	\$1.12	Per User Monthly

SIA Enterprise Essentials - Commitment - Usage Users 5000-7499-Users	\$1.03	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 7500-9999-Users	\$0.94	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 10000-24999-Users	\$0.82	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 25000-49999-Users	\$0.67	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 50000-999999-Users	\$0.58	Per User Monthly

App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1-Domains	\$1,264.75	Per Domain
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 10-Domains	\$6,052.73	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 100-Domains	\$42,188.41	Per Package
App & API Protector with Advanced Security Management - Included delivery - Quantity based Commit - Additional Domains Up to 1000-Domains	\$211,393.73	Per Package
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - Third-party - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - DV SAN - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard SAN - SNI - Commitment - Unit 1-50-Unit	\$1,987.46	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV SAN - SNI - Commitment - Unit 25-100-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access - OV Wildcard - SNI - Commitment - Unit 1-25-Unit	\$451.70	Per SAN-SNI
App & API Protector - Included delivery - SSL Network Access -	\$451.70	Per SAN-SNI

OV Wildcard - SNI - Commitment - Unit 25-100-Unit		
Edge DNS - Quantity Based Commit - Up to 1-Zones	\$328.83	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 3-Zones	\$542.04	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 10-Zones	\$1,084.07	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 25-Zones	\$1,746.85	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 50-Zones	\$2,710.18	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 100-Zones	\$3,794.25	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 250-Zones	\$5,010.81	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 500-Zones	\$7,040.42	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1000-Zones	\$9,877.08	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 1500-Zones	\$12,593.28	Per Tier (Zone)
Edge DNS - Quantity Based Commit - Up to 2500-Zones	\$16,803.09	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1 Zones	\$411.04	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 3 Zones	\$677.54	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 10 Zones	\$1,355.09	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 25 Zones	\$2,183.50	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 50 Zones	\$3,387.72	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 100 Zones	\$4,742.81	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 250 Zones	\$6,265.02	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 500 Zones	\$8,800.84	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1000 Zones	\$12,341.24	Per Tier (Zone)
Edge DNS - Security Option - Quantity based Commit - Zones 1500 Zones	\$15,744.31	Per Tier (Zone)

Edge DNS - Security Option - Quantity based Commit - Zones 2500 Zones	\$21,000.25	Per Tier (Zone)
Global Traffic Management Protect & Perform - Monthly - Properties 0-1-Properties Usage	\$325.21	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 2-3-Properties Usage	\$230.36	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 4-10-Properties Usage	\$101.36	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 11-25-Properties Usage	\$65.79	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 26-50-Properties Usage	\$50.96	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 51-100-Properties Usage	\$40.31	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 101-250-Properties Usage	\$24.71	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 251-500-Properties Usage	\$17.36	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 501-1000-Properties Usage	\$13.27	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 1001-1500-Properties Usage	\$11.82	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 1501-2500-Properties Usage	\$10.54	Per Property Monthly
Global Traffic Management Protect & Perform - Monthly - Properties 2501-5000-Properties Usage	\$8.43	Per Property Monthly
SIA Enterprise Essentials - Commitment - Usage Users 1-99-Users	\$4.69	Per User Monthly
SIA Enterprise Essentials - Commitment - Usage Users 100-499-Users	\$3.53	Per User Monthly

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

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

Name	Description	Price	Unit
Bot Manager Premier: 1-1,499 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$3.05	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$1.90	Per GB
Bot Manager Premier: 3,500 GB - 7,499 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$1.40	Per GB

Bot Manager Premier: 7,500 GB - 14,999 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$0.94	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$0.80	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Commitment Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$0.55	Per GB
Bot Manager Premier: 1-1,499 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$3.81	Per GB
Bot Manager Premier: 1,500 GB - 3,499 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$2.39	Per GB
Bot Manager Premier: 3,500 GB - 7,499 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$1.76	Per GB
Bot Manager Premier: 7,500 GB - 14,999 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$1.18	Per GB
Bot Manager Premier: 15,000 GB - 29,999 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$1.00	Per GB
Bot Manager Premier: 30,000 GB - 44,999 GB Overage Monthly	Bot Manager Premier: Advanced Bot Detection and Management for Sophisticated Automated Threats - Monthly	\$0.69	Per GB

Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$109,760.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$186,592.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$740,880.00	Per Tier (API)
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$1,097,600.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - OnPrem	Advanced API Security - Yearly	\$10,976.00	Per Package
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$65,856.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - SaaS	Advanced API Security - Yearly	\$10,976.00	Per Package
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$1,097,600.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$740,880.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$186,592.00	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$109,760.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$65,856.00	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - OnPrem	Advanced API Security - Yearly	\$88,905.60	Per Package
Noname API Security Platform - Up to 10,000	Advanced API Security - Yearly	\$2,963,520.00	Per Tier (API)

APIs 1 yr 24x7 support - OnPrem			
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$2,000,376.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$503,798.40	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$296,352.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - OnPrem	Advanced API Security - Yearly	\$177,811.20	Per Tier (API)
Noname API Security - Add 50 additional APIs to platform - includes 24x7 support - SaaS	Advanced API Security - Yearly	\$88,905.60	Per Package
Noname API Security Platform - Up to 10,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$2,963,520.00	Per Tier (API)
Noname API Security Platform - Up to 5,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$2,000,376.00	Per Tier (API)
Noname API Security Platform - Up to 1,000 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$503,798.40	Per Tier (API)
Noname API Security Platform - Up to 500 APIs 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$296,352.00	Per Tier (API)
Noname API Security Platform - Up to 100 APIs, 1 yr 24x7 support - SaaS	Advanced API Security - Yearly	\$177,811.20	Per Tier (API)
CloudTest On Demand - Commitment - Hour (10 Test Services Hours are required per 1 Test Execution Hour)	Akamai CloudTest Real-time Load Testing-On Demand	\$203.26	Per Hour
CloudTest On Demand - Up to 1k Users - Quantity based commitment - Virtual Users	Akamai CloudTest Real-time Load Testing-On Demand	\$2,258.48	Per Tier (Virtual Users)
CloudTest On Demand - Up to 3k users -	Akamai CloudTest Real-time Load Testing-On Demand	\$3,011.00	Per Tier (Virtual Users)

Quantity based commit - Virtual users			
CloudTest On Demand - Up to 5k users - Quantity based commit - Virtual users	Akamai CloudTest Real-time Load Testing- On Demand	\$4,516.96	Per Tier (Virtual Users)
CloudTest On Demand - Up to 10k users - Quantity based commit - Virtual Users	Akamai CloudTest Real-time Load Testing- On Demand	\$6,022.91	Per Tier (Virtual Users)
CloudTest On Demand - Up to 30k users - Quantity based commit - Virtual users	Akamai CloudTest Real-time Load Testing- On Demand	\$7,527.96	Per Tier (Virtual Users)
CloudTest On Demand - Up to 50k users - Quantity based commit - Virtual users	Akamai CloudTest Real-time Load Testing- On Demand	\$9,033.92	Per Tier (Virtual Users)
CloudTest On Demand - Up to 75k Users - Quantity based commit - Virtual Users	Akamai CloudTest Real-time Load Testing- On Demand	\$10,539.87	Per Tier (Virtual Users)
CloudTest On Demand - Up to 100k Users - Quantity based commit - Virtual Users	Akamai CloudTest Real-time Load Testing- On Demand	\$11,744.10	Per Tier (Virtual Users)
Account Protector - Commitment - GB, 1 - 24999	Account Protector: Account and Identity Fraud - Monthly	\$2.31	Per GB
Account Protector - Commitment - GB, 25000 - 49999	Account Protector: Account and Identity Fraud - Monthly	\$1.05	Per GB
Account Protector - Commitment - GB, 50000 - 99999	Account Protector: Account and Identity Fraud - Monthly	\$0.57	Per GB
Account Protector - Commitment - GB, 100000 - 499999	Account Protector: Account and Identity Fraud - Monthly	\$0.38	Per GB
Account Protector - Commitment - GB, 500000 - 999999	Account Protector: Account and Identity Fraud - Monthly	\$0.15	Per GB
Account Protector - Commitment - GB, 1000000 - Unlimited	Account Protector: Account and Identity Fraud - Monthly	\$0.09	Per GB
Brand Protector - Quantity Based Commit - Up to 2000-Million Requests	Brand Protector: Brand Impersonation - Monthly	\$9,846.97	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 100000-Million Requests	Brand Protector: Brand Impersonation - Monthly	\$45,711.64	Per Tier (Requests)
Brand Protector - Quantity Based Commit	Brand Protector: Brand Impersonation - Monthly	\$33,154.49	Per Tier (Requests)

- Up to 50000-Million Requests			
Brand Protector - Quantity Based Commit - Up to 20000-Million Requests	Brand Protector: Brand Impersonation - Monthly	\$24,120.57	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 10000-Million Requests	Brand Protector: Brand Impersonation - Monthly	\$17,706.48	Per Tier (Requests)
Brand Protector - Quantity Based Commit - Up to 5000-Million Requests	Brand Protector: Brand Impersonation - Monthly	\$13,189.52	Per Tier (Requests)
Additional Configurations	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$224.00	Per Configuration
CSPC - Commitment - Up to 25-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$8,709.12	Per Tier (Beacons)
CSPC - Commitment - Up to 50-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$14,757.12	Per Tier (Beacons)
CSPC - Commitment - Up to 125-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$23,829.12	Per Tier (Beacons)
CSPC - Commitment - Up to 250-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$36,429.12	Per Tier (Beacons)
CSPC - Commitment - Up to 500-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$49,869.12	Per Tier (Beacons)
CSPC - Commitment - Up to 1000-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$63,309.12	Per Tier (Beacons)
CSPC - Commitment - Up to 5000-Million Beacons	Client-Side Protections & Compliance (Includes 5 Configurations) - Monthly	\$117,069.12	Per Tier (Beacons)

### **Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte & Touche, LLP

Solution Proposed: Crowdstrike

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0-10,000,000	\$817.76	End point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately

**Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte & Touche, LLP

Solution Proposed: Google

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Chronicle SecOps Standard US: Subscriptions/LogIngestBytes/Standard/US	\$1.75	GB per Year
Chronicle SecOps Enterprise US: Subscriptions/LogIngestBytes/Enterprise/US	\$2.15	GB per Year
Chronicle SecOps Enterprise Plus:	\$4.12	GB per Year
GCP Support Base Fee for Region 1 Countries	\$523.00	Monthly
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	\$0.03	Calculated as 3% of all other service fees.

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

## Deloitte & Touche, LLP Price Proposal

Respondent: Deloitte

Solution Proposed: Palo Alto

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Small (annually)	\$191,745.12	1000 Knowledge workers - 100GB
Medium (annually)	\$856,689.12	5000 Knowledge workers - 500GB
Large (annually)	\$4,694,369.12	20000 Knowledge workers - 5000GB

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

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

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment	\$46,477	Sprint

	including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using

customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

### **Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte & Touche, LLP

Solution Proposed: Snowflake

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
\$40,000 - \$149,999	7%	Per Credit Discount
\$150,000 - \$299,999	9%	Per Credit Discount
\$300,000 - \$449,999	11%	Per Credit Discount

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately

### **Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte & Touche, LLP

Solution Proposed: Splunk

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
50-99GB	\$3,897.60	Per Day
100-199GB	\$2,446.32	Per Day
200GB-499GB	\$1,718.90	Per Day
500-999GB	\$1,572.72	Per Day
1000-1999GB	\$1,519.66	Per Day
2000-4999GB	\$1,493.72	Per Day
5000-1000GB	\$1,481.94	Per Day

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

### Deloitte & Touche, LLP Price Proposal

Respondent: Deloitte & Touche, LLP

Solution Proposed: Okta

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
IT Products - Adaptive MFA	\$64.51	User
IT Products - Adaptive MFA - Transitional SKU for API Product to IT Product Migration	\$64.51	User
IT Products - Adaptive Single Sign-On	\$53.76	User
IT Products - Adaptive Single Sign-On - Transitional SKU for API Product to IT Product Migration	\$53.76	User
IT Products - MFA	\$32.26	User
IT Products - MFA - Transitional SKU for API Product to IT Product Migration	\$32.26	User
IT Products - Okta Privileged Access - Resource Units Per Month	\$150.53	Server
IT Products - Single Sign-On	\$21.50	User
IT Products - Single Sign-On - Transitional SKU for API Product to IT Product Migration	\$21.50	User
IT Products - Single Sign-On (10 app limit)	\$16.13	User
IT Products - Single Sign-On (10 app limit) - Transitional SKU for API Product to IT Product Migration	\$16.13	User
IT Products - Single Sign-On (5 app limit)	\$10.75	User
IT Products - Single Sign-On (5 app limit) - Transitional SKU for API Product to IT Product Migration	\$10.75	User
IT Products - Universal Directory	\$21.50	User
IT Products - Universal Directory - Transitional SKU for API Product to IT Product Migration	\$21.50	User
IT Products - Advanced Lifecycle Management	\$64.51	User
IT Products - Identity Threat Protection	\$43.01	User
IAM - 2500-4999	5% discount	Users
IAM - 5000+	10% off Price	Users

PAM - 50-249	5% off Price	Servers
PAM - 250+	10% off Price	Servers

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition	\$46,477	Sprint
Maintenance and Operations Services	Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5

sprints = \$232,385.00

#### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

### Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche, LLP

Solution Proposed: Crowdstrike

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0-10,000,000	\$81.20	End point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

--	--	--	--

**Add-on services description:**

**Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

**Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

### Deloitte & Touche, LLP Price Proposal

Respondent: Deloitte & Touche, LLP

Solution Proposed: Netskope

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Netskope Security Service Edge (SSE) 5 Apps PROFESSIONAL	0-1000 Users: \$528.64 1000-2500 Users: \$449.34 2500-5000 Users: \$396.48 5000-10000 Users: \$370.05 10000+ Users: \$237.89	Subscription Per User / 2 Years
Netskope Security Service Edge (SSE) 3 Apps PROFESSIONAL	0-1000 Users: \$468.16 1000-2500 Users: \$397.94 2500-5000 Users: \$351.12 5000-10000 Users: \$327.71 10000+ Users: \$210.67	Subscription Per User / 2 Years
Security Service Edge (SSE) Private Access SkopeAI package.	0-1000 Users: \$728.00 1000-2500 Users: \$618.80 2500-5000 Users: \$546.00 5000-10000 Users: \$509.60 10000+ Users: \$327.60	Subscription Per User / 2 Years
Netskope Security Service Edge (SSE) SkopeAI package.	0-1000 Users: \$351.68 1000-2500 Users: \$298.93 2500-5000 Users: \$263.76 5000-10000 Users: \$246.18 10000+ Users: \$158.26	Subscription Per User / 2 Years
Next Gen Secure Web Gateway SkopeAI	0-1000 Users: \$297.92 1000-2500 Users: \$253.23 2500-5000 Users: \$223.44 5000-10000 Users: \$208.54 10000+ Users: \$134.06	Subscription Per User / 2 Years
Endpoint SkopeAI DLP	0-1000 Users: \$80.64 1000-2500 Users: \$68.54 2500-5000 Users: \$60.48 5000-10000 Users: \$56.45 10000+ Users: \$36.29	Subscription Per User / 2 Years
UPGRADE for SSE-PA SkopeAI to ENTERPRISE package.	0-1000 Users: \$105.28 1000-2500 Users: \$89.49 2500-5000 Users: \$78.96 5000-10000 Users: \$73.70 10000+ Users: \$47.38	Subscription Per User / 2 Years
UPGRADE for SSE SkopeAI to ENTERPRISE package.	0-1000 Users: \$33.60 1000-2500 Users: \$28.56 2500-5000 Users: \$25.20 5000-10000 Users: \$23.52 10000+ Users: \$15.12	Subscription Per User / 2 Years
UPGRADE for NG SWG SkopeAI to ENTERPRISE package.	0-1000 Users: \$51.52 1000-2500 Users: \$43.79 2500-5000 Users: \$38.64	Subscription Per User / 2 Years

	5000-10000 Users: \$36.06 10000+ Users: \$23.18	
UPGRADE for Cloud Inline SkopeAI to ENTERPRISE package.	0-1000 Users: \$38.08 1000-2500 Users: \$32.37 2500-5000 Users: \$28.56 5000-10000 Users: \$26.66 10000+ Users: \$17.14	Subscription Per User / 2 Years

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

#### Add-on services description:

##### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

##### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

Project manager  
 System architect  
 System engineer (s)  
 Technical support engineer (s)  
 Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Upgrade for CFW Plus	UPGRADE from CFW to CFW Plus	0-1000 Users: \$8.96 1000-2500 Users: \$7.62 2500-5000 Users: \$6.72 5000-10000 Users: \$6.27 10000+ Users: \$4.03	Subscription Per User / 2 Years
Netskope 1Gb IPSEC Tunnel	Netskope IPSEC 1Gb tunnel SKU entitles customers to use 1Gbps IPsec Tunnel. 1Gbps tunnel speed is aggregated throughput of upload + download traffic. This SKU covers deployment of 1 Active and 1 Standby 1Gbps tunnel. Post purchase, please work with your sales to enable 1Gbps tunnel for your tenant	\$24,192.00	Per Tunnel / 2 Years
Netskope Targeted RBI for Next Gen SWG	Netskope Targeted Remote Browser Isolation (RBI) for Next Gen SWG PROFESSIONAL or ENTERPRISE. Licensed per user per year and limited to 5% of all web traffic.	0-1000 Users: \$108.06 1000-2500 Users: \$91.85 2500-5000 Users: \$81.04 5000-10000 Users: \$75.64 10000+ Users: \$48.63	Subscription Per User / 2 Years
Netskope Proactive Digital Experience Management (DEM) Professional	Netskope Proactive Digital Experience Management (DEM) Professional is licensed per user per year. Real user experience and synthetic network performance monitoring from device to app: endpoint onramp, "time in Netskope" and application for efficient	0-1000 Users: \$67.20 1000-2500 Users: \$57.12 2500-5000 Users: \$50.40 5000-10000 Users: \$47.04 10000+ Users: \$30.24	Subscription Per User / 2 Years

	troubleshooting and remediation.		
SSL/TLS Inspection	Netskope SSL/TLS Inspection with a Customer Signed Certificate. Licensed per tenant per year.	0-1000 Users: \$35,840.00 1000-2500 Users: \$30,464.00 2500-5000 Users: \$26,880.00 5000-10000 Users: \$25,088.00 10000+ Users: \$16,128.00	Per tenant / 2 Years
Dedicated Egress IP	Netskope Dedicated Egress IP Address provides range of dedicated egress IP's from the Netskope Security Cloud. Licensing is per user per year.	0-1000 Users: \$44.80 1000-2500 Users: \$38.08 2500-5000 Users: \$33.60 5000-10000 Users: \$31.36 10000+ Users: \$20.16	Subscription Per User / 2 Years
Regional Dedicated Egress IP	Netskope Dedicated Egress Regional IP Address within a Regional NewEdge Traffic Management Zone. Licensing is per user per year, cannot be used with the Global NewEdge Traffic Management Zone, and data centers in China are excluded	0-1000 Users: \$22.40 1000-2500 Users: \$19.04 2500-5000 Users: \$16.80 5000-10000 Users: \$15.68 10000+ Users: \$10.08	Subscription Per User / 2 Years
DNS Security	DNS Based Security inspects DNS traffic to block connections going to malicious destinations and prevents attacks that use DNS traffic. Netskope Cloud Firewall is a prerequisite for this solution.	0-1000 Users: \$44.80 1000-2500 Users: \$38.08 2500-5000 Users: \$33.60 5000-10000 Users: \$31.36 10000+ Users: \$20.16	Subscription Per User / 2 Years
Netskope DNS Security Upgrade for Machine Traffic	Netskope DNS Security Upgrade for Machine Traffic provides egress FWaaS security for DNS related threats, attacks, and communications. Netskope Cloud Firewall is a prerequisite for this solution. Annual subscription for 1 GB of machine traffic processed per monthly average.	0-1000 Users: \$4.48 1000-2500 Users: \$3.81 2500-5000 Users: \$3.36 5000-10000 Users: \$3.14 10000+ Users: \$2.02	Per GB / 2 Years
Netskope Bandwidth Control	Netskope Bandwidth Control for applications, categories, and domains. Licensed per user per year.	0-1000 Users: \$33.60 1000-2500 Users: \$28.56 2500-5000 Users: \$25.20 5000-10000 Users: \$23.52 10000+ Users: \$15.12	Subscription Per User / 2 Years
CASB API Protection Enterprise ALL APPS Package	Netskope CASB API ENTERPRISE ALL APPS Package with protection for desired managed cloud apps. Package includes	0-1000 Users: \$560.00 1000-2500 Users: \$476.00 2500-5000 Users: \$420.00 5000-10000 Users: \$392.00	Subscription Per User / 2 Years

	Advanced DLP, Advanced Threat Protection, and Advanced UEBA. Licensing is per user per year for all app instances excluding Salesforce and Microsoft Teams.	10000+ Users: \$252.00	
CASB API Protection Professional ALL APPS Package	Netskope CASB API PROFESSIONAL ALL APPS Package protection for desired managed cloud apps. Package includes Standard DLP, Standard Threat Protection, and Standard UEBA. Licensing is per user per year for all apps excluding Salesforce and Microsoft Teams.	0-1000 Users: \$425.60 1000-2500 Users: \$361.76 2500-5000 Users: \$319.20 5000-10000 Users: \$297.92 10000+ Users: \$191.52	Subscription Per User / 2 Years
CASB API Protection Enterprise 5 APP	Netskope CASB API ENTERPRISE 5 App per User Package with protection for desired managed cloud apps. Package includes Advanced DLP, Advanced Threat Protection, and Advanced UEBA. Licensing is per user per year for 5 apps and excludes Microsoft Teams and Salesforce.	0-1000 Users: \$327.04 1000-2500 Users: \$277.98 2500-5000 Users: \$245.28 5000-10000 Users: \$228.93 10000+ Users: \$147.17	Subscription Per User / 2 Years
CASB API Protection Enterprise 3 APP	Netskope CASB API ENTERPRISE 3 App per User Package with protection for desired managed cloud apps. Package includes Advanced DLP, Advanced Threat Protection, and Advanced UEBA. Licensing is per user per year for 3 apps and excludes Microsoft Teams and Salesforce.	0-1000 Users: \$241.92 1000-2500 Users: \$205.63 2500-5000 Users: \$181.44 5000-10000 Users: \$169.34 10000+ Users: \$108.86	Subscription Per User / 2 Years
CASB API Protection Professional 5 APP	Netskope CASB API PROFESSIONAL 5 App per User Package with protection for desired managed cloud apps. Package includes Standard DLP, Standard Threat Protection, and Standard UEBA. Licensing is per user per year for 5 apps and excludes Microsoft Teams and Salesforce.	0-1000 Users: \$226.24 1000-2500 Users: \$192.30 2500-5000 Users: \$169.68 5000-10000 Users: \$158.37 10000+ Users: \$101.81	Subscription Per User / 2 Years
CASB API Protection Professional 3 APP	Netskope CASB API PROFESSIONAL 3 App per	0-1000 Users: \$165.76	Subscription Per User / 2 Years

	User Package with protection for desired managed cloud apps. Package includes Standard DLP, Standard Threat Protection, and Standard UEBA. Licensing is per user per year for 3 apps and excludes Microsoft Teams and Salesforce. Licensing is per user per year for 3 apps and excludes Microsoft Teams and Salesforce.	1000-2500 Users: \$140.90 2500-5000 Users: \$124.32 5000-10000 Users: \$116.03 10000+ Users: \$74.59	
CASB API Protection Enterprise Microsoft Teams Package	Netskope CASB API ENTERPRISE Microsoft Teams Package with API-enables protection for managed MS Teams. Package includes Advanced DLP, Advanced Threat Protection, and Advanced UEBA. Licensing is per user per year for Microsoft Teams.	0-1000 Users: \$134.40 1000-2500 Users: \$114.24 2500-5000 Users: \$100.80 5000-10000 Users: \$94.08 10000+ Users: \$60.48	Subscription Per User / 2 Years
CASB API Protection Professional Microsoft Teams Package	Netskope CASB API PROFESSIONAL Microsoft Teams Package with API-enabled protection for managed MS Teams. Package includes Standard DLP, Standard Threat Protection, and Standard UEBA. Licensing is per user per year for Microsoft Teams.	0-1000 Users: \$112.00 1000-2500 Users: \$95.20 2500-5000 Users: \$84.00 5000-10000 Users: \$78.40 10000+ Users: \$50.40	Subscription Per User / 2 Years
CASB API Protection Enterprise Salesforce Package	Netskope CASB API ENTERPRISE Salesforce Package with API-enables protection for managed Salesforce. Package includes Advanced DLP, Advanced Threat Protection, and Advanced UEBA. Licensing is per user per year for Salesforce.	0-1000 Users: \$100.80 1000-2500 Users: \$85.68 2500-5000 Users: \$75.60 5000-10000 Users: \$70.56 10000+ Users: \$45.36	Subscription Per User / 2 Years
CASB API Protection Professional Salesforce Package	Netskope CASB API PROFESSIONAL Salesforce Package with API-enabled protection for managed Salesforce. Package includes Standard DLP, Standard Threat Protection, and Standard UEBA. Licensing is per user per year for Salesforce.	0-1000 Users: \$69.44 1000-2500 User: \$59.02 2500-5000 Users: \$52.08 5000-10000 Users: \$48.61 10000+ Users: \$31.25	Subscription Per User / 2 Years

SaaS Security Posture Management STANDARD ALL APPS Package STANDARD ALL APPS Package	Netskope SaaS Security Posture Management (SSPM) STANDARD ALL APPS package includes configuration checks and manual remediation for managed apps. Licensed per user per year.	0-1000 Users: \$100.80 1000-2500 User: \$85.68 2500-5000 Users: \$75.60 5000-10000 Users: \$70.56 10000+ Users: \$45.36	Subscription Per User / 2 Years
SaaS Security Posture Management STANDARD 5 APPS Package	Netskope SaaS Security Posture Management (SSPM) STANDARD 5 APPS package includes configuration checks and manual remediation for 5 managed apps. Licensed per user per year.	0-1000 Users: \$71.68 1000-2500 User: \$60.93 2500-5000 Users: \$53.76 5000-10000 Users: \$50.18 10000+ Users: \$32.26	Subscription Per User / 2 Years
SaaS Security Posture Management STANDARD 3 APPS Package	Netskope SaaS Security Posture Management (SSPM) STANDARD 3 APPS package includes configuration checks and manual remediation for 3 managed apps. Licensed per user per year.	0-1000 Users: \$56.00 1000-2500 User: \$47.60 2500-5000 Users: \$42.00 5000-10000 Users: \$39.20 10000+ Users: \$25.20	Subscription Per User / 2 Years
UPGRADE to SaaS Security Posture Package Management STANDARD ALL APPS	UPGRADE to Netskope SaaS Security Posture Management (SSPM) STANDARD ALL APPS package includes configuration checks and manual remediation for managed apps. Available to existing CASB API customers and licensed per user per year.	0-1000 Users: \$89.60 1000-2500 User: \$76.16 2500-5000 Users: \$67.20 5000-10000 Users: \$62.72 10000+ Users: \$40.32	Subscription Per User / 2 Years
ZTNA Next Enterprise	ZTNA Next Layer 7 Enterprise provides zero trust application access for users on any device accessing any private application (client-initiated) through Layer 7 connectivity. Includes up to 10,000 Application Segments. Licensing is per user per year.	0-1000 Users: \$448.00 1000-2500 User: \$380.80 2500-5000 Users: \$336.00 5000-10000 Users: \$313.60 10000+ Users: \$201.60	Subscription Per User / 2 Years
ZTNA Professional Next	ZTNA Next Layer 7 Professional provides zero trust application access for users on any device accessing any private application (client-initiated) through Layer 7 connectivity. Includes up to 2,000 Application	0-1000 Users: \$268.80 1000-2500 User: \$228.48 2500-5000 Users: \$201.60 5000-10000 Users: \$188.16 10000+ Users: \$120.96	Subscription Per User / 2 Years

	Segments. Licensing is per user per year.		
ZTNA Next Standard	ZTNA Next Layer 7 Standard provides zero trust application access for users on any device accessing any private application (client-initiated) through Layer 7 connectivity. Includes up to 20 Application Segments. Licensing is per user per year.	0-1000 Users: \$134.40 1000-2500 User: \$114.24 2500-5000 Users: \$100.80 5000-10000 Users: \$94.08 10000+ Users: \$60.48	Subscription Per User / 2 Years
Upgrade from ZTNA Next L3E to Endpoint SD-WAN Enterprise	Upgrade from ZTNA Next L3E to Endpoint SD-WAN Enterprise. For use with Netskope ZTNA Next 360 Standard / Professional / Enterprise. Licensing is per user per year.	0-1000 Users: \$952.00 1000-2500 User: \$809.20 2500-5000 Users: \$714.00 5000-10000 Users: \$666.40 10000+ Users: \$428.40	Subscription Per User / 2 Years
ZTNA Next 360 Enterprise	ZTNA Next 360 Enterprise provides full zero trust application access for users on any device accessing any private application (both client and server-initiated) through Layer 3 and Layer 7 connectivity. Includes up to 10,000 Application Segments. Licensing is per user per year.	0-1000 Users: \$573.44 1000-2500 User: \$487.42 2500-5000 Users: \$430.08 5000-10000 Users: \$401.41 10000+ Users: \$258.05	Subscription Per User / 2 Years
ZTNA Next 360 Professional	ZTNA Next 360 Professional provides full zero trust application access for users on any device accessing any private application (both client and server-initiated) through Layer 3 and Layer 7 connectivity. Includes up to 2,000 Application Segments. Licensing is per user per year.	0-1000 Users: \$430.08 1000-2500 User: \$365.57 2500-5000 Users: \$322.56 5000-10000 Users: \$301.06 10000+ Users: \$193.54	Subscription Per User / 2 Years
ZTNA Next 360 Standard	ZTNA Next 360 Standard provides full zero trust application access for users on any device accessing any private application (both client and server-initiated) through Layer 3 and Layer 7 connectivity. Includes up to 20 Application Segments. Licensing is per user per year.	0-1000 Users: \$322.56 1000-2500 User: \$274.18 2500-5000 Users: \$241.92 5000-10000 Users: \$225.79 10000+ Users: \$145.15	Subscription Per User / 2 Years
ZTNA Next L3E	ZTNA Next L3E provides zero trust access to any private application (client -	0-1000 Users: \$268.80 1000-2500 User: \$228.48	Subscription Per User / 2 Years

		and server-initiated) through Layer 3 connectivity. Licensing is per user per year.	2500-5000 Users: \$201.60 5000-10000 Users: \$188.16 10000+ Users: \$120.96	
SASE Enterprise with Next Gen SWG Enterprise and Endpoint SD -WAN Enterprise		Netskope SASE Enterprise with Next Gen SWG Enterprise and Endpoint SD-WAN Enterprise. Includes Advanced Data and Threat Protection, Advanced UEBA, and Advanced Analytics BASE. Licensing is per user per year.	0-1000 Users: \$120.96 1000-2500 User: \$1,151.92 2500-5000 Users: \$1,016.40 5000-10000 Users: \$948.64 10000+ Users: \$609.84	Subscription Per User / 2 Years
SASE SkopeAI with NG SWG SkopeAI and Endpoint SD-WAN Enterprise		Netskope SASE SkopeAI with Next Gen SWG SkopeAI and Endpoint SD-WAN Enterprise. Includes SkopeAI and Standard Data Protection, Standard Threat Protection, Standard UEBA, and Advanced Analytics BASE. Licensing is per user per year.	0-1000 Users: \$1,312.64 1000-2500 User: \$1,115.74 2500-5000 Users: \$984.48 5000-10000 Users: \$918.85 10000+ Users: \$590.69	Subscription Per User / 2 Years
SASE Professional with NG SWG Professional and Endpoint SD -WAN Enterprise		Netskope SASE Professional with Next Gen SWG Professional and Endpoint SD-WAN Enterprise. Includes Standard Data and Threat Protection, Standard UEBA, and Advanced Analytics BASE. Licensing is per user per year.	0-1000 Users: \$1,252.16 1000-2500 User: \$1,064.34 2500-5000 Users: \$939.12 5000-10000 Users: \$876.51 10000+ Users: \$563.47	Subscription Per User / 2 Years
SASE Standard with SWG Standard and Endpoint SD-WAN Enterprise		Netskope SASE Standard with SWG Standard and Endpoint SD-WAN Enterprise. Includes Web Filtering and Standard Threat Protection for web traffic. Licensing is per user per year.	0-1000 Users: \$563.47 1000-2500 User: \$997.70 2500-5000 Users: \$880.32 5000-10000 Users: \$821.63 10000+ Users: \$528.19	Subscription Per User / 2 Years
Endpoint Standard	DLP	Netskope Standard Endpoint DLP for managed devices with Netskope Client. Licensed per user per year	0-1000 Users: \$62.72 1000-2500 User: \$53.31 2500-5000 Users: \$47.04 5000-10000 Users: \$43.90 10000+ Users: \$28.22	Subscription Per User / 2 Years
Endpoint Advanced	DLP	Netskope Advanced Endpoint DLP for managed devices with Netskope	0-1000 Users: \$94.08 1000-2500 User: \$79.97 2500-5000 Users: \$70.56	Subscription Per User / 2 Years

	Client. Licensed per user per year	5000-10000 Users: \$65.86 10000+ Users: \$42.34	
SMTP Outbound Cloud Email Advanced DLP	Netskope Cloud Email Advanced DLP for Outbound DLP analysis. Licensed per user per year	0-1000 Users: \$134.40 1000-2500 User: \$114.24 2500-5000 Users: \$100.80 5000-10000 Users: \$94.08 10000+ Users: \$60.48	Subscription Per User / 2 Years
SMTP Outbound Cloud Email Standard DLP	Netskope Cloud Email Standard DLP for outbound DLP analysis. Licensed per user per year.	0-1000 Users: \$100.80 1000-2500 User: \$85.68 2500-5000 Users: \$75.60 5000-10000 Users: \$70.56 10000+ Users: \$45.36	Subscription Per User / 2 Years
Advanced Analytics Base	Netskope Advanced Analytics Base data platform for monitoring and investigating risk drivers in cloud activity, includes 7 days data retention.	0-1000 Users: \$0.00 1000-2500 User: \$0.00 2500-5000 Users: \$0.00 5000-10000 Users: \$0.00 10000+ Users: \$0.00	Subscription Per User / 2 Years
Advanced Analytics 3 -Month Extended Data Retention	Netskope Advanced Analytics 3-Month Extended Data Retention does not extend TXN and CFW events.	0-1000 Users: \$23.72 1000-2500 User: \$20.16 2500-5000 Users: \$17.79 5000-10000 Users: \$16.61 10000+ Users: \$10.67	Subscription Per User / 2 Years
Advanced Analytics 6 -Month Extended Data Retention	Netskope Advanced Analytics 6-Month Extended Data Retention does not extend TXN and CFW events.	0-1000 Users: \$53.76 1000-2500 User: \$45.70 2500-5000 Users: \$40.32 5000-10000 Users: \$37.63 10000+ Users: \$24.19	Subscription Per User / 2 Years
Advanced Analytics 13 -Month Extended Data Retention	Netskope Advanced Analytics 13-Month Extended Data Retention, does not extend TXN and CFW events.	0-1000 Users: \$212.80 1000-2500 User: \$180.88 2500-5000 Users: \$159.60 5000-10000 Users: \$148.96 10000+ Users: \$95.76	Subscription Per User / 2 Years
Advanced Analytics CFW 3 -Month Extended Data Retention	Netskope Advanced Analytics CFW 3-Month Extended Data Retention for cloud firewall events	0-1000 Users: \$55.35 1000-2500 User: \$47.05 2500-5000 Users: \$41.51 5000-10000 Users: \$38.75	Subscription Per User / 2 Years

		10000+ Users: \$24.91	
Advanced Analytics CFW 6 -Month Extended Retention	Netskope Advanced Analytics CFW 6-Month Extended Data Retention for cloud firewall events	0-1000 Users: \$113.32 1000-2500 User: \$96.32 2500-5000 Users: \$84.99 5000-10000 Users: \$79.33 10000+ Users: \$50.99	Subscription Per User / 2 Years
Advanced Analytics CFW 13 -Month Extended Retention	Netskope Advanced Analytics CFW 13-Month Extended Data Retention for cloud firewall events	0-1000 Users: \$255.63 1000-2500 User: \$217.28 2500-5000 Users: \$191.72 5000-10000 Users: \$178.94 10000+ Users: \$115.03	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data 3 months	Advanced Analytics Extended Data Retention up to 3 months for SWG Transaction Events	0-1000 Users: \$69.44 1000-2500 User: \$59.02 2500-5000 Users: \$52.08 5000-10000 Users: \$48.61 10000+ Users: \$31.25	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 6 Months	Advanced Analytics Extended Data Retention up to 6 months for SWG Transaction Events	0-1000 Users: \$134.40 1000-2500 User: \$114.24 2500-5000 Users: \$100.80 5000-10000 Users: \$94.08 10000+ Users: \$60.48	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 13 Months	Advanced Analytics Extended Data Retention up to 13 months for SWG Transaction Events	0-1000 Users: \$304.64 1000-2500 User: \$258.94 2500-5000 Users: \$228.48 5000-10000 Users: \$213.25 10000+ Users: \$137.09	Subscription Per User / 2 Years
Standard Reporting	Netskope Standard Reporting Extended 1-Year Data Retention	0-1000 Users: \$44.80 1000-2500 User: \$38.08 2500-5000 Users: \$33.60 5000-10000 Users: \$31.36 10000+ Users: \$20.16	Subscription Per User / 2 Years
Next Gen SWG ENTERPRISE for Machine Traffic	Nex Gen SWG ENTERPRISE for Machine Traffic including Public Cloud, IoT, Server, and Workload (non user) traffic. Includes Advanced Threat	\$89.60	Per GB / 2 Years

	Protection, Advanced DLP, Advanced UEBA, Advanced Analytics, and Cloud Firewall for non -web traffic. Annual subscription for 1 GB of machine traffic processed per month.		
Next Gen SWG PROFESSIONAL for Machine Traffic	Next Gen SWG PROFESSIONAL for Machine Traffic including Public Cloud, IoT, Server, and Workload (non user) traffic. Includes Standard Threat Protection, Standard DLP, Standard UEBA, Advanced Analytics, and Cloud Firewall for non -web traffic. Annual subscription for 1 GB of machine traffic processed per month.	\$67.20	Per GB / 2 Years
TrafficNext Gen SWG STANDARD for Machine	Standard SWG for Machine Traffic including Public Cloud, IoT, Server, and Workload (non user) traffic. Includes Standard Threat Protection. Annual subscription for 1 GB of machine traffic processed per month.	\$44.80	Per GB / 2 Years
Standard SWG for Guest WiFi	Standard SWG for Guest WiFi (non standard user) traffic. Annual subscription. Includes Standard Threat Protection. Each unit includes traffic volume up to 1 GB per month with Web Filtering.	\$44.80	Per GB / 2 Years
Endpoint SD-WAN - 1Y Enterprise Edition	Netskope Endpoint SD-WAN including 1Y Enterprise software edition. Supported OS: Windows.	0-1000 Users: \$2,016.00 1000-2500 User: \$1,713.60 2500-5000 Users: \$1,512.00 5000-10000 Users: \$1,411.20 10000+ Users: \$907.20	Subscription Per User / 3 Years
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 50Mbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 50Mbps throughput.	\$5,208.00	Subscription / 3 Year
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 100Mbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 100Mbps throughput.	\$5,768.00	Subscription / 3 Year

Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 250Mbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 250Mbps throughput.	\$9,520.00	Subscription / 3 Year
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 500Mbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 500Mbps throughput.	\$15,680.00	Subscription / 3 Year
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 1Gbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 1Gbps throughput.	\$17,920.00	Subscription / 3 Year
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 2Gbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 2Gbps throughput.	\$20,160.00	Subscription / 3 Year
Borderless WAN Virtual Appliance - 3Y Enterprise Edition, 5Gbps	Netskope Borderless WAN Virtual Appliance including 3Y Enterprise software edition and 5Gbps throughput.	\$39,200.00	Subscription / 3 Year
Borderless WAN hardware - NSG-100 with WiFi	Netskope Borderless WAN hardware including NSG-100 appliance with dual band 2.4GHz/5GHz WiFi.	\$492.80	Per Device (1 time purchase)
Borderless WAN hardware - NSG-101 with WiFi and LTE	Netskope Borderless WAN hardware including NSG-101 appliance with dual band 2.4GHz/5GHz WiFi and CAT4 LTE.	\$1,075.20	Per Device (1 time purchase)
Borderless WAN hardware - NSG-1500 with WiFi	Netskope Borderless WAN hardware including NSG-1500 appliance with WiFi 6.	\$2,240.00	Per Device (1 time purchase)
Borderless WAN hardware - NSG-2000	Netskope Borderless WAN hardware including NSG-2000 appliance.	\$4,032.00	Per Device (1 time purchase)
Borderless WAN hardware - NSG-3000	Netskope Borderless WAN hardware including NSG-3000 appliance.	\$12,096.00	Per Device (1 time purchase)
Hardware Support for NSG-100	Advanced replacement NSG-100, Next Business Day Ship provided RMA is received by 11am PST. RMA received after 11am PST will be shipped the following business day. 3 Year term	\$123.20	Subscription / 3 Year
Hardware Support for NSG-101	Advanced replacement NSG-101, Next Business Day Ship provided RMA is received by 11am PST.	\$268.80	Subscription / 3 Year

	RMA received after 11am PST will be shipped the following business day. 3 Year term		
Hardware Support for NSG-1500	Advanced replacement NSG-1500, Next Business Day Ship provided RMA is received by 11am PST. RMA received after 11am PST will be shipped the following business day. 3 Year term	\$560.00	Subscription / 3 Year
Hardware Support for NSG-2000	Advanced replacement NSG-2000, Next Business Day Ship provided RMA is received by 11am PST. RMA received after 11am PST will be shipped the following business day. 3 Year term	\$1,008.00	Subscription / 3 Year
Hardware Support for NSG-3000	Advanced replacement NSG-3000, Next Business Day Ship provided RMA is received by 11am PST. RMA received after 11am PST will be shipped the following business day. 3 Year term	\$3,024.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 50Mbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 50Mbps throughput.	\$5,208.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 100Mbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 100Mbps throughput.	\$5,768.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 250Mbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 250Mbps throughput.	\$9,520.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 500Mbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 500Mbps throughput.	\$15,680.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 1Gbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 1Gbps throughput.	\$17,920.00	Subscription / 3 Year
Borderless WAN software - 3Y Enterprise Edition, 2Gbps	Netskope Borderless WAN software including 3Y Enterprise software edition and 2Gbps throughput.	\$20,160.00	Subscription / 3 Year
Borderless WAN software - 3Y	Netskope Borderless WAN software including 3Y	\$39,200.00	Subscription / 3 Year

Enterprise Edition, 5Gbps	Enterprise software edition and 5Gbps throughput.		
US plug Power Adapter for NSG100/iXEdge-100	US plug Power Adapter for NSG-100/iXEdge-100 appliance	\$33.60	Per Device (1 time purchase)
Power Adapter for NSG-101/iXEdge-101	Power adapter with regional adapter kit for NSG-101/iXEdge-101 appliance	\$100.80	Per Device (1 time purchase)
Power Adapter for NSG -1000, NSG-1500 and NSG-2000	Power Adapter for NSG-1000, NSG-1500 and NSG-2000 appliance	\$89.60	Per Device (1 time purchase)
UK Plug AC Power cable for NSG -1500, NSG-2000 and NSG-3000	AC line cord (UK) for power adaptor NSG-1500, NSG-2000 and NSG-3000 appliance	\$22.40	Per Device (1 time purchase)
US Plug AC Power cable for NSG -1500, NSG-2000 and NSG-3000	AC line cord (USA) for power adaptor NSG-1500, NSG-2000 and NSG-3000 appliance	\$22.40	Per Device (1 time purchase)
EU Plug AC Power cable for NSG -1500, NSG-2000 and NSG-3000	AC line cord (EU) for power adaptor NSG-1500, NSG-2000 and NSG-3000 appliance	\$22.40	Per Device (1 time purchase)
Wall Mount for NSG-1500/2000	Wall Mount kit for NSG-1500, NSG-2000 appliance	\$78.40	Per Device (1 time purchase)
Rack Mount for NSG-1500/2000	1U Rack Mounting kit for NSG-1500, NSG-2000 appliance	\$336.00	Per Device (1 time purchase)
Borderless WAN SIM - 1Y subscription.	Netskope Borderless WAN SIM subscription to activate Cellular usage via Netskope Pooled Cellular Plan, 1Y subscription per SIM.	\$1,680.00	Subscription / 3 Year
Borderless WAN Pooled 100GB Cellular Data Plan - 1Y subscription.	Netskope Borderless WAN Pooled Cellular Data Plan, 100GB is shared across all branches with SIM activated, 1Y subscription.	\$84,000.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-50 M-3Y and NK-NSGVENT50M-3Y.	Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-50M-3Y and NK-NSGVENT50M-3Y.	\$1,008.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-100 M-3Y and NK-NSGVENT100M-3Y.	Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-100M-3Y and NK-NSGVENT100M-3Y.	\$1,232.00	Subscription / 3 Year

Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-250M-3Y and NK-NSGVENT250M-3Y.	Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-250M-3Y and NK-NSGVENT250M-3Y.	\$1,904.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-500M-3Y and NK-NSGVENT500M-3Y.	Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-500M-3Y and NK-NSGVENT500M-3Y.	\$3,136.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-1G-3Y and NK-NSGVENT1G3Y.	Netskope Borderless SD - WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-1G-3Y and NK-NSGVENT1G3Y.	\$3,584.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-2G-3Y and NK-NSGVENT2G3Y.	Netskope Borderless SD - WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-2G-3Y and NK-NSGVENT2G3Y.	\$4,032.00	Subscription / 3 Year
Netskope Borderless SD-WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-5G-3Y and NK-NSGVENT5G3Y.	Netskope Borderless SD - WAN URL Filtering add-on, 3Y subscription, applicable for NK-ENT-5G-3Y and NK-NSGVENT5G3Y.	\$7,840.00	Subscription / 3 Year
Netskope Borderless SD-WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT-250M-3Y.	Netskope Borderless SD - WAN Container Orchestration add-on, 3Y subscription, applicable for NKENT250M-3Y.	\$1,904.00	Subscription / 3 Year
Netskope Borderless SD-WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT-500M-3Y.	Netskope Borderless SD - WAN Container Orchestration add-on, 3Y subscription, applicable for NKENT500M-3Y.	\$3,136.00	Subscription / 3 Year
Netskope Borderless SD-WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT-1G-3Y.	Netskope Borderless SD - WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT1G3Y.	\$3,584.00	Subscription / 3 Year

Netskope Borderless SD-WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT-2G-3Y.	Netskope Borderless SD - WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT2G3Y.	\$4,032.00	Subscription / 3 Year
Netskope Borderless SD-WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT-5G-3Y.	Netskope Borderless SD - WAN Container Orchestration add-on, 3Y subscription, applicable for NK-ENT5G3Y.	\$7,840.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK-ENT-50 M-3Y and NKNSGV-ENT-50M-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT50M-3Y and NK-NSGV-ENT-50M-3Y.	\$1,008.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK-ENT-100 M-3Y and NKNSGV-ENT-100M-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT100M-3Y and NK-NSGV-ENT-100M-3Y.	\$1,232.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK-ENT-250 M-3Y and NKNSGV-ENT-250M-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT250M-3Y and NK-NSGV-ENT-250M-3Y.	\$1,904.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK-ENT-500 M-3Y and NKNSGV-ENT-500M-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT500M-3Y and NK-NSGV-ENT-500M-3Y.	\$3,136.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK - ENT-1G-3Y and NKNSGVENT-1G-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT1G-3Y and NK-NSGV-ENT-1G-3Y.	\$3,584.00	Subscription / 3 Year
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription,	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for	\$4,032.00	Subscription / 3 Year

applicable for NK - ENT-2G-3Y and NKNSGVENT-2G-3Y.	NKENT2G-3Y and NK-NSGV-ENT-2G-3Y.		
Netskope Borderless SD-WAN Zero Trust Inbound Access add-on, 3Y subscription, applicable for NK - ENT-5G-3Y and NKNSGVENT-5G-3Y.	Netskope Borderless SD-WAN Zero Trust Inbound Access add -on, 3Y subscription, applicable for NKENT5G-3Y and NK-NSGV-ENT-5G-3Y.	\$7,840.00	Subscription / 3 Year

### **Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte & Touche, LLP

Solution Proposed: Palo Alto

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	\$87,371.20	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	\$268,475.20	1000 users
Prisma Access Enterprise Edition includes private app access and outbound internet security for mobile users and network, premium security subscription, worldwide service locations, 5 service connections, and standard success per unit per year	\$812,817.60	5000 users

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

#### Add-on services description:

##### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

##### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

Project manager  
System architect  
System engineer (s)  
Technical support engineer (s)  
Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

**Deloitte & Touche, LLP Price Proposal**

Respondent: Deloitte and Touche, LLP

Solution Proposed: Zscaler

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
ZS-ESSPLATFORM	\$100.80	Per User/Year
ZS-PLATFORM	\$201.60	Per User/Year
ZCES-SUP-ESS	20%	% of List Price
ZCES-SUP-PLUS	20%	% of List Price
ZCES-SUP-PREM-ADV	20%	% of List Price
ZCES-SUP-PREM-ADV-PLUS	20%	% of List Price
ZCES-SUP-PREM-IN-TRY-ADD-ON	5%	% of List Price

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint
	24x7 threat monitoring/Security operations center		

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

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

Name	Description	Price	Unit
ZS-DP-1	Annual Subscription to Zscaler Data Protection that includes one of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$50.40	Per User / Per Year
ZS-DP-2	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$95.76	Per User / Per Year
ZS-DP-3	Annual Subscription to Zscaler Data Protection that includes three of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$136.08	Per User / Per Year

ZS-DP-4	Annual Subscription to Zscaler Data Protection that includes all of the following (Per User / Per Year) 1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$171.36	Per User / Per Year
ZS-DP INLINE- ALL- APPS	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	\$50.40	Per User / Per Year
ZS-DP-ISO-ADV	Annual Subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases. (Per User / Per Year)	\$134.06	Per User / Per Year
ZS-RM-1	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$50.40	Per User / Per Year
ZS-RM-2	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced	\$95.76	Per User / Per Year
ZS-RM-3	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per	\$136.08	Per User / Per Year

	Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced 3.) Risk360 Advanced		
ZS-RM- UVM	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.40	Per User / Per Year
ZT-WKLD- GB- STD	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Standard: Includes Stateful filtering & Cloud Connector (where available) ( Per Year / Per GB of monthly traffic)	\$6.05	Per User / Per Year
ZT-WKLD- GB- ADV	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced: Cloud Connector (where available) supporting Internet Access, Private Access, Data Protection, Cyber Protection. (Per Year / Per GB of monthly traffic)	\$25.20	Per User / Per Year
ZT-WKLD- GB- ADV-PLUS	Annual subscription to 1 GB of monthly traffic for Zero Trust for Workloads Advanced Plus: Zero Trust Cloud/DC Advanced, Data Protection inline, Advanced classification, Firewall Advanced, and Sandbox Advanced (Per Year Per / GB of monthly traffic)	\$37.80	Per User / Per Year
ZT- SDWAN- ADV	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and	\$4,032.00	Per User / Per Year

	100GB of monthly traffic per site. (Per Site / Per Year)		
ZT- SDWAN- ADV- PLUS- UPGRADE	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. Includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features. (Per Site / Per Year)	\$2,016.00	Per User / Per Year
ZT- SDWAN- 400	Annual subscription for ZT SD-WAN 400 appliance for upto 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$4,838.40	Per User / Per Year
ZT- SDWAN- 600	Annual subscription for ZT SD-WAN 600 appliance for upto 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site.(Devices and Data Transfer are aggregated across all sites).	\$7,257.60	Per User / Per Year
ZT- SDWAN- 800	Annual subscription for ZT SD-WAN 800 appliance for upto 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and and 400 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	\$12,096.00	Per User / Per Year
ZT- SDWAN- 400-HA	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer	\$806.40	Per User / Per Year

	or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs		
ZT- SDWAN- 600-HA	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	\$3,225.60	Per User / Per Year
ZT- SDWAN- 800-HA	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	\$8,064.00	Per User / Per Year
ZT- SDWAN-DEV	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	\$100.80	Per User / Per Year
ZT- SDWAN-GB	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	\$20.16	Per User / Per Year
ZS-ZPA-1	Annual Subscription to Zscaler Private Access that includes one of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$50.40	Per User / Per Year
ZS-ZPA-2	Annual Subscription to Zscaler Private Access that includes all of the following (Per User / Per Year) 1.) Private Access Segmentation 2.) Private Access App Protection	\$95.20	Per User / Per Year
EDU-ZIA- SVC-EDGE-ADV	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as:	\$16.13	Per User / Per Year

	Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based deployment exclusively		
EDU-ZIA- SVC-EDGE-DLP	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.02	Per User / Per Year
ZCES-EDU- CREDIT	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$302.40	Per User / Per Year
ZCES-EDU- ONSITE	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,308.00	Per User / Per Year

## **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: ServiceNow

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

Tiered, not to exceed pricing for initial term:

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration. Integration of additional assets Development and tuning of use cases	\$46,477	Sprint
	Technology migration/transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)

- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost)  
\* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points will be estimated at \$38,776.00 (sprint cost)  
\* 8 sprints = \$310,208.00.

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: ServiceNow

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

Tiered, not to exceed pricing for initial term:

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

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

**Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte &amp; Touche LLP

Solution Proposed: Crowdstrike

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0-10,000,000	\$391.57	End Point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

### **Add-on services description:**

#### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Nessus

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
300	\$6,468.47	Assets
1001	\$11,759.72	Assets
50001	\$515,639.81	Assets
100001	\$905,594.92	Assets
500001	\$3,489,900.77	Assets
1000001	\$6,129,651.89	Assets

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint

Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint
-------------------------------------	--	----------	--------

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for vendor's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost)

\* 5 sprints = \$232,385.00

**Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Vendor will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed.

## **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Zscaler

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
ZS-ESSPLATFORM	\$100.80	Per User/Year
ZS-PLATFORM	\$201.60	Per User/Year
ZCES-SUP-ESS	20%	% of List Price
ZCES-SUP-PLUS	20%	% of List Price
ZCES-SUP-PREM-ADV	20%	% of List Price
ZCES-SUP-PREM-ADV-PLUS	20%	% of List Price
ZCES-SUP-PREM-IN-CTRY-ADD-ON	5%	% of List Price

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

## **Add-on services description:**

### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the

customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

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

Name	Description	Price	Unit
ZS-RM-1	Annual Subscription to Zscaler Risk Management that includes one of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced Risk360 Advanced	\$50.40	Per User / Per Year
ZS-RM-2	Annual Subscription to Zscaler Risk Management that includes two of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced Risk360 Advanced	\$95.76	Per User / Per Year
ZS-RM-3	Annual Subscription to Zscaler Risk Management that includes all of the following (Per User / Per Year) 1.) Deception Advanced 2.) Unified Vulnerability Management Advanced Risk360 Advanced	\$136.08	Per User / Per Year
ZS-RM- UVM	Annual Subscription to 1 Asset of Unified Vulnerability Management Advanced. Includes: De-duplication, contextualization, mitigating controls and correlation of findings. (Per Asset / Per Year)	\$50.40	Per User / Per Year
EDU-ZIA- SVC-EDGE-ADV	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic) For Education customers using private infrastructure based	\$16.13	Per User / Per Year

	deployment exclusively		
EDU-ZIA- SVC-EDGE-DLP	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.02	Per User / Per Year
ZCES-EDU- CREDIT	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual instructor-led training Standard eLearning included in product subscription.	\$302.40	Per Unit
ZCES-EDU- ONSITE	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,308.00	Per Unit
ZS-ESS- PLATFORM-GCM-1	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$134.06	Per User / Per Year
ZS-ESS- PLATFORM-GCM-1000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.70	Per User / Per Year
ZS-ESS- PLATFORM-GCM-10000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.39	Per User / Per Year
ZS-ESS- PLATFORM-GCM-25000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.33	Per User / Per Year
ZS-ESS- PLATFORM-GCM- 100000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity,	\$29.23	Per User / Per Year

	API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)		
ZS-ESS- PLATFORM-GCH-1	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$151.20	Per User / Per Year
ZS-ESS- PLATFORM-GCH-1000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.78	Per User / Per Year
ZS-ESS- PLATFORM-GCH-10000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.44	Per User / Per Year
ZS-ESS- PLATFORM-GCH-25000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.37	Per User / Per Year
ZS-ESS- PLATFORM-GCH- 100000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.26	Per User / Per Year
ZS-ESS- PLATFORM-GCM-1	Annual subscription to [Service] for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$134.06	Per User / Per Year
ZS-ESS- PLATFORM-GCM-1000	Annual subscription to [Service] for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.70	Per User / Per Year
ZS-ESS- PLATFORM-GCM-10000	Annual subscription to [Service] for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.39	Per User / Per Year
ZS-ESS- PLATFORM-GCM-25000	Annual subscription to [Service] for 25000 to 99999 users in GovCloud	\$41.33	Per User / Per Year

	Moderate. (Per User / Per Year)		
ZS-ESS- PLATFORM-GCM-100000	Annual subscription to [Service] for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.23	Per User / Per Year
ZS- PLATFORM-GCH-1	Annual subscription to [Service] for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$151.20	Per User / Per Year
ZS- PLATFORM-GCH-1000	Annual subscription to [Service] for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.78	Per User / Per Year
ZS- PLATFORM-GCH-10000	Annual subscription to [Service] for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.44	Per User / Per Year
ZS- PLATFORM-GCH-25000	Annual subscription to [Service] for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.37	Per User / Per Year
ZS- PLATFORM- GCH-100000	Annual subscription to [Service] for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.26	Per User / Per Year
ZCES-SUP- FED-ESS-GCM-1	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	% of List Price
ZCES-SUP- FED-PLUS- GCM-1	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%	% of List Price
ZCES-SUP- FED-PREM- ADV-GCM-1	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%	% of List Price
ZCES-SUP- FED-ESS-GCH-1	Annual Zscaler Support Essentials (% of List Price) 24/7 support	20%	% of List Price
ZCES-SUP- FED-PLUS- GCH-1	Annual Zscaler Support Plus (% of List Price) 24/7 Support; Product support (Monthly support case review); Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	20%	% of List Price
ZCES-SUP- FED-PREM- ADV-GCH-1	Annual Premium Support Services (% of List Price) 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	20%	% of List Price
ZCES-EDU- CREDIT-FED- GCH-1	Unit for either of the following - 1 Unit for (proctored) Certification Exams - 4 Units for 1 day (8 hour) virtual	\$302.40	Per Unit / Per Year

	instructor-led training Standard eLearning included in product subscription.		
ZCES-EDU- ONSITE-FED- GCH-1	1 Day of Onsite (Customer Premise) Training for up to 12 students. Full price includes instructor travel expenses. 2 day minimum for onsite. Max 12 students.	\$7,308.00	Per Unit / Per Year

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: DISP

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Tier 1 (Annual Cost)	CSI Core - \$80,000 TIP add-on – \$60,000  Integrated Analyst - \$234,720	Per year Per year (1 Full user+5 read only) Per year (40 hours/week of analyst time)
Tier 2	CSI Advanced - \$150,000 TIP add-on - \$60,000  Integrated Analyst - \$234,720	Per year Per year (1 Full user+5 read only) Per year (40 hours/week of analyst time)
Tier 3	CSI Advanced - \$150,000 TIP add-on - \$60,000  Integrated Analyst - \$234,720  Threat Modelling - \$50,000	Per year Per year (1 Full user+5 read only) Per year (40 hours/week of analyst time) Per year

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

Name	Description	Price	Unit
DRP Services	Onboarding  Brand Monitoring  Early warning – vulnerability monitoring  Infrastructure Monitoring  VIP Monitoring	\$5,000  \$130,000 Annually  100 technologies  30 Domains, 1000 IP addresses  10 Executives/VIPs	One-time  5 brands, 5 email domains, 200 keywords  100 technologies  30 Domains, 1000 IP addresses  10 Executives/VIPs

**Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Cisco

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Cisco user protection security suite for 100 to 999 users	\$301.06	Per user per 12 months
Cisco user protection security suite enhanced support for 100 to 999 users	\$313.60	Per month
Cisco user protection security suite for 1000 to 9999 users	\$236.54	Per user per 12 months
Cisco user protection security suite enhanced support for 1000 to 9999 users	\$2,464.00	Per month
Cisco user protection security suite for 10000 plus users	\$182.78	Per user per 12 months
Cisco user protection security suite enhanced support for 10000 plus users	\$19,040.00	Per month

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the

event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

**Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte &amp; Touche LLP

Solution Proposed: Crowdstrike

Service Category: Service Category 15: Data Security

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

Tier	Price	Unit
0-10,000,000	\$76.97	End point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

## **Add-on services description:**

### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the

customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Netskope

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Netskope Security Service Edge (SSE) 5 Apps PROFESSIONAL	0 – 1,000 Users: \$528.64 1,000 – 2,500 Users: \$449.34 2,500 – 5,000 Users: \$396.48 5,000 – 10,000 Users: \$370.05 10,000+ Users: \$237.89	Subscription Per User / 2 Years
Netskope Security Service Edge (SSE) 3 Apps PROFESSIONAL	0 – 1,000 Users: \$468.16 1,000 – 2,500 Users: \$397.94 2,500 – 5,000 Users: \$351.12 5,000 – 10,000 Users: \$327.71 10,000+ Users: \$210.67	Subscription Per User / 2 Years
Security Service Edge (SSE) Private Access SkopeAI package.	0 – 1,000 Users: \$728.00 1,000 – 2,500 Users: \$618.80 2,500 – 5,000 Users: \$546.00 5,000 – 10,000 Users: \$509.60 10,000+ Users: \$327.60	Subscription Per User / 2 Years
Netskope Security Service Edge (SSE) SkopeAI package.	0 – 1,000 Users: \$351.68 1,000 – 2,500 Users: \$298.93 2,500 – 5,000 Users: \$263.76 5,000 – 10,000 Users: \$246.18 10,000+ Users: \$158.26	Subscription Per User / 2 Years
Next Gen Secure Web Gateway SkopeAI	0 – 1,000 Users: \$297.92 1,000 – 2,500 Users: \$253.23 2,500 – 5,000 Users: \$223.44 5,000 – 10,000 Users: \$208.54 10,000+ Users: \$134.06	Subscription Per User / 2 Years
Endpoint SkopeAI DLP	0 – 1,000 Users: \$80.64 1,000 – 2,500 Users: \$68.54 2,500 – 5,000 Users: \$60.48 5,000 – 10,000 Users: \$56.45 10,000+ Users: \$36.29	Subscription Per User / 2 Years
UPGRADE for SSE-PA SkopeAI to ENTERPRISE package.	0 – 1,000 Users: \$105.28 1,000 – 2,500 Users: \$89.49 2,500 – 5,000 Users: \$78.96 5,000 – 10,000 Users: \$73.70 10,000+ Users: \$47.38	Subscription Per User / 2 Years
UPGRADE for SSE SkopeAI to ENTERPRISE package.	0 – 1,000 Users: \$33.60 1,000 – 2,500 Users: \$28.56 2,500 – 5,000 Users: \$25.20 5,000 – 10,000 Users: \$23.52 10,000+ Users: \$15.12	Subscription Per User / 2 Years

UPGRADE for NG SWG SkopeAI to ENTERPRISE package.	0 – 1,000 Users: \$51.52 1,000 – 2,500 Users: \$43.79 2,500 – 5,000 Users: \$38.64 5,000 – 10,000 Users: \$36.06 10,000+ Users: \$23.18	Subscription Per User / 2 Years
UPGRADE for Cloud Inline SkopeAI to ENTERPRISE package.	0 – 1,000 Users: \$38.08 1,000 – 2,500 Users: \$32.37 2,500 – 5,000 Users: \$28.56 5,000 – 10,000 Users: \$26.66 10,000+ Users: \$17.14	Subscription Per User / 2 Years
CASB API Protection Enterprise ALL APPS Package	0 – 1,000 Users: \$560.00 1,000 – 2,500 Users: \$476.00 2,500 – 5,000 Users: \$420.00 5,000 – 10,000 Users: \$392.00 10,000+ Users: \$252.00	Subscription Per User / 2 Years
CASB API Protection Professional ALL APPS Package	0 – 1,000 Users: \$425.60 1,000 – 2,500 Users: \$361.76 2,500 – 5,000 Users: \$319.20 5,000 – 10,000 Users: \$297.92 10,000+ Users: \$191.52	Subscription Per User / 2 Years
CASB API Protection Enterprise 5 APP	0 – 1,000 Users: \$327.04 1,000 – 2,500 Users: \$277.98 2,500 – 5,000 Users: \$245.28 5,000 – 10,000 Users: \$228.93 10,000+ Users: \$147.17	Subscription Per User / 2 Years
CASB API Protection Enterprise 3 APP	0 – 1,000 Users: \$241.92 1,000 – 2,500 Users: \$205.63 2,500 – 5,000 Users: \$181.44 5,000 – 10,000 Users: \$169.34 10,000+ Users: \$108.86	Subscription Per User / 2 Years
CASB API Protection Professional 5 APP	0 – 1,000 Users: \$226.24 1,000 – 2,500 Users: \$192.30 2,500 – 5,000 Users: \$169.68 5,000 – 10,000 Users: \$158.37 10,000+ Users: \$101.81	Subscription Per User / 2 Years
CASB API Protection Professional 3 APP	0 – 1,000 Users: \$165.76 1,000 – 2,500 Users: \$140.90 2,500 – 5,000 Users: \$124.32 5,000 – 10,000 Users: \$116.03 10,000+ Users: \$74.59	Subscription Per User / 2 Years
CASB API Protection Enterprise Microsoft Teams Package	0 – 1,000 Users: \$134.40 1,000 – 2,500 Users: \$114.24 2,500 – 5,000 Users: \$100.80 5,000 – 10,000 Users: \$94.08 10,000+ Users: \$60.48	Subscription Per User / 2 Years
CASB API Protection Professional Microsoft Teams Package	0 – 1,000 Users: \$112.00 1,000 – 2,500 Users: \$95.20 2,500 – 5,000 Users: \$84.00 5,000 – 10,000 Users: \$78.40 10,000+ Users: \$50.40	Subscription Per User / 2 Years
CASB API Protection Enterprise Salesforce Package	0 – 1,000 Users: \$100.80 1,000 – 2,500 Users: \$85.68 2,500 – 5,000 Users: \$75.60 5,000 – 10,000 Users: \$70.56 10,000+ Users: \$45.36	Subscription Per User / 2 Years

CASB API Protection Professional Salesforce Package	0 – 1,000 Users: \$69.44 1,000 – 2,500 Users: \$59.02 2,500 – 5,000 Users: \$52.08 5,000 – 10,000 Users: \$48.61 10,000+ Users: \$31.25	Subscription Per User / 2 Years
SaaS Security Posture Management STANDARD ALL APPS Package STANDARD ALL APPS Package	0 – 1,000 Users: \$100.80 1,000 – 2,500 Users: \$85.68 2,500 – 5,000 Users: \$75.60 5,000 – 10,000 Users: \$70.56 10,000+ Users: \$45.36	Subscription Per User / 2 Years
SaaS Security Posture Management STANDARD 5 APPS Package	0 – 1,000 Users: \$71.68 1,000 – 2,500 Users: \$60.93 2,500 – 5,000 Users: \$53.76 5,000 – 10,000 Users: \$50.18 10,000+ Users: \$32.26	Subscription Per User / 2 Years
SaaS Security Posture Management STANDARD 3 APPS Package	0 – 1,000 Users: \$56.00 1,000 – 2,500 Users: \$47.60 2,500 – 5,000 Users: \$42.00 5,000 – 10,000 Users: \$39.20 10,000+ Users: \$25.20	Subscription Per User / 2 Years
UPGRADE to SaaS Security Posture Package Management STANDARD ALL APPS	0 – 1,000 Users: \$89.60 1,000 – 2,500 Users: \$76.16 2,500 – 5,000 Users: \$67.20 5,000 – 10,000 Users: \$62.72 10,000+ Users: \$40.32	Subscription Per User / 2 Years
Endpoint DLP Standard	0 – 1,000 Users: \$62.72 1,000 – 2,500 Users: \$53.31 2,500 – 5,000 Users: \$47.04 5,000 – 10,000 Users: \$43.90 10,000+ Users: \$28.22	Subscription Per User / 2 Years
Endpoint DLP Advanced	0 – 1,000 Users: \$94.08 1,000 – 2,500 Users: \$79.97 2,500 – 5,000 Users: \$70.56 5,000 – 10,000 Users: \$65.86 10,000+ Users: \$42.34	Subscription Per User / 2 Years
SMTP Outbound Cloud Email Advanced DLP	0 – 1,000 Users: \$134.40 1,000 – 2,500 Users: \$114.24 2,500 – 5,000 Users: \$100.80 5,000 – 10,000 Users: \$94.08 10,000+ Users: \$60.48	Subscription Per User / 2 Years
SMTP Outbound Cloud Email Standard DLP	0 – 1,000 Users: \$100.80 1,000 – 2,500 Users: \$85.68 2,500 – 5,000 Users: \$67.50 5,000 – 10,000 Users: \$70.56 10,000+ Users: \$45.36	Subscription Per User / 2 Years
Advanced Analytics Base	0 – 1,000 Users: \$23.72 1,000 – 2,500 Users: \$20.16 2,500 – 5,000 Users: \$17.79 5,000 – 10,000 Users: \$16.61 10,000+ Users: \$10.67	Subscription Per User / 2 Years
Advanced Analytics 3-Month Extended Data Retention	0 – 1,000 Users: \$53.76 1,000 – 2,500 Users: \$45.70 2,500 – 5,000 Users: \$40.32 5,000 – 10,000 Users: \$37.63 10,000+ Users: \$24.19	Subscription Per User / 2 Years

Advanced Analytics 6 -Month Extended Data Retention	0 – 1,000 Users: \$103.04 1,000 – 2,500 Users: \$87.58 2,500 – 5,000 Users: \$77.28 5,000 – 10,000 Users: \$72.13 10,000+ Users: \$46.37	Subscription Per User / 2 Years
Advanced Analytics 13-Month Extended Data Retention	0 – 1,000 Users: \$212.80 1,000 – 2,500 Users: \$180.88 2,500 – 5,000 Users: \$159.60 5,000 – 10,000 Users: \$148.96 10,000+ Users: \$95.76	Subscription Per User / 2 Years
Advanced Analytics CFW 3 - Month Extended Data Retention	0 – 1,000 Users: \$55.35 1,000 – 2,500 Users: \$47.05 2,500 – 5,000 Users: \$41.51 5,000 – 10,000 Users: \$38.75 10,000+ Users: \$24.91	Subscription Per User / 2 Years
Advanced Analytics CFW 6 - Month Extended Data Retention	0 – 1,000 Users: \$113.32 1,000 – 2,500 Users: \$96.32 2,500 – 5,000 Users: \$84.99 5,000 – 10,000 Users: \$79.33 10,000+ Users: \$50.99	Subscription Per User / 2 Years
Advanced Analytics CFW 13 - Month Extended Data Retention	0 – 1,000 Users: \$255.63 1,000 – 2,500 Users: \$217.28 2,500 – 5,000 Users: \$191.72 5,000 – 10,000 Users: \$178.94 10,000+ Users: \$115.03	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data 3 months	0 – 1,000 Users: \$69.44 1,000 – 2,500 Users: \$59.02 2,500 – 5,000 Users: \$52.08 5,000 – 10,000 Users: \$48.61 10,000+ Users: \$31.25	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 6 Months	0 – 1,000 Users: \$134.40 1,000 – 2,500 Users: \$114.24 2,500 – 5,000 Users: \$100.80 5,000 – 10,000 Users: \$94.08 10,000+ Users: \$60.48	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 13 Months	0 – 1,000 Users: \$304.64 1,000 – 2,500 Users: \$258.94 2,500 – 5,000 Users: \$228.48 5,000 – 10,000 Users: \$213.25 10,000+ Users: \$137.09	Subscription Per User / 2 Years
Standard Reporting	0 – 1,000 Users: \$44.80 1,000 – 2,500 Users: \$38.08 2,500 – 5,000 Users: \$30.00 5,000 – 10,000 Users: \$28.00 10,000+ Users: \$20.16	Subscription Per User / 2 Years

Advanced Analytics CFW 13 - Month Extended Data Retention	0 – 1,000 Users: \$281.19 1,000 – 2,500 Users: \$239.01 2,500 – 5,000 Users: \$210.89 5,000 – 10,000 Users: \$196.83 10,000+ Users: \$126.53	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data 3 months	0 – 1,000 Users: \$76.38 1,000 – 2,500 Users: \$64.92 2,500 – 5,000 Users: \$57.29 5,000 – 10,000 Users: \$53.47 10,000+ Users: \$34.38	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 6 Months	0 – 1,000 Users: \$147.84 1,000 – 2,500 Users: \$125.66 2,500 – 5,000 Users: \$110.88 5,000 – 10,000 Users: \$103.49 10,000+ Users: \$66.53	Subscription Per User / 2 Years
Netskope Advanced Analytics SWG Transaction Events Extended Data Retention - 13 Months	0 – 1,000 Users: \$335.10 1,000 – 2,500 Users: \$284.83 2,500 – 5,000 Users: \$251.33 5,000 – 10,000 Users: \$234.58 10,000+ Users: \$150.80	Subscription Per User / 2 Years
Standard Reporting	0 – 1,000 Users: \$49.28 1,000 – 2,500 Users: \$41.8 2,500 – 5,000 Users: \$33.00 5,000 – 10,000 Users: \$30.80 10,000+ Users: \$22.16	Subscription Per User / 2 Years

Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration. Integration of additional assets Development and tuning of use cases. Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

### **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Snowflake

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
\$40,000 - \$149,999	7%	Per Credit Discount
\$150,000 - \$299,999	9%	Per Credit Discount
\$300,000 - \$449,999	11%	Per Credit Discount

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Zscaler

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
ZS-ESSPLATFORM	\$100.80	Per User/Year
ZS-PLATFORM	\$201.60	Per User/Year
ZCES-SUP-ESS	20%	% of List Price
ZCES-SUP-PLUS	20%	% of List Price
ZCES-SUP-PREM-ADV	20%	% of List Price
ZCES-SUP-PREM-ADV-PLUS	20%	% of List Price
ZCES-SUP-PREM-IN-CTRY-ADD-ON	5%	% of List Price

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

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

Name	Description	Price	Unit
------	-------------	-------	------

43230000-24-STC  
Digital Security Solutions

ZS-DP-1	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year)  1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$50.40	Per User / Per Year
ZS-DP-2	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year)  1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$95.76	Per User / Per Year
ZS-DP-3	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year)  1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$136.08	Per User / Per Year
ZS-DP-4	Annual Subscription to Zscaler Data Protection that includes two of the following (Per User / Per Year)  1.) Email DLP 2.) Endpoint DLP 3.) SaaS Security 4.) Classification and Encryption Advanced	\$171.36	Per User / Per Year
ZS-DP- INLINE- ALL- APPS	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) (Per User / Per Year)	\$50.40	Per User / Per Year
EDU-ZIA- SVC-EDGE- ADV	Annual subscription to Zscaler Internet Access Advanced for Education including Zscaler Internet Access Essentials for Education as well as: Firewall Advanced and Sandbox Advanced (No entitlement for unauthenticated traffic)	\$16.13	Per User / Per Year

	For Education customers using private infrastructure-based deployment exclusively		
EDU-ZIA- SVC-EDGE-DLP	Annual subscription to Inline Web Data Loss Prevention for Internet Access For Education customers using private infrastructure based deployment exclusively	\$3.02	Per User / Per Year
ZS-ESS-PLATFORM-GCM-1	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, Private, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$134.06	Per User / Per Year
ZS-ESS-PLATFORM-GCM-1000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year)	\$87.70	Per User / Per Year
ZS-ESS-PLATFORM-GCM-10000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year)	\$49.39	Per User / Per Year
ZS-ESS-PLATFORM-GCM-25000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)	\$41.33	Per User / Per Year
ZS-ESS-PLATFORM-GCM-100000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud Moderate. (Per User / Per Year)	\$29.23	Per User / Per Year
ZS-ESS-PLATFORM-GCH-1	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1 to 999 users in GovCloud High. (Per User / Per Year)	\$151.20	Per User / Per Year

ZS-ESS-PLATFORM-GCH-1000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 1000 to 9999 users in GovCloud High. (Per User / Per Year)	\$98.78	Per User / Per Year
ZS-ESS-PLATFORM-GCH-10000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$55.44	Per User / Per Year
ZS-ESS-PLATFORM-GCH-25000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 25000 to 99999 users in GovCloud High. (Per User / Per Year)	\$46.37	Per User / Per Year
ZS-ESS-PLATFORM-GCH-100000	Annual subscription to Zscaler Essentials Platform - Traffic Forwarding, Multiple IDP, ZIdentity, API access, Authentication, Internet Access, and other Zscaler standard offerings for 100000+ users in GovCloud High. (Per User / Per Year)	\$32.26	Per User / Per Year
ZS-PLATFORM-GCM-1	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud Moderate.	\$268.13	Per User / Per Year
ZS-PLATFORM-GCM-1000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud Moderate.	\$172.37	Per User / Per Year
ZS-PLATFORM-GCM-10000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud Moderate.	\$104.83	Per User / Per Year
ZS-PLATFORM-GCM-25000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private	\$88.70	Per User / Per Year

	Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year)		
ZS-PLATFORM-GCM-100000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud Moderate.	\$65.52	Per User / Per Year
ZS-PLATFORM-GCH-1	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1 to 999 users in GovCloud High.	\$302.40	Per User / Per Year
ZS-PLATFORM-GCH-1000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 1000 to 9999 users in GovCloud High.	\$194.54	Per User / Per Year
ZS-PLATFORM-GCH-10000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 10000 to 24999 users in GovCloud High.	\$117.94	Per User / Per Year
ZS-PLATFORM-GCH-25000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 25000 to 99999 users in GovCloud High.	\$99.79	Per User / Per Year
ZS-PLATFORM-GCH-100000	Annual subscription to Zscaler Platform that includes: Zscaler Essentials Platform, Data Protection, Private Access, and additional standard offerings from other Zscaler product lines for 100000+ users in GovCloud High.	\$73.58	Per User / Per Year
ZS-DP-1-GCM-1	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$67.54	Per User / Per Year

ZS-DP-1-GCM-1000	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$41.33	Per User / Per Year
ZS-DP-1-GCM-10000	Annual subscription to Zscaler Data Protection that includes one of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced 2.) Classification and Encryption Advanced	\$26.21	Per User / Per Year
ZS-DP-1-GCM-25000	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$21.17	Per User / Per Year
ZS-DP-1-GCM-100000	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$16.13	Per User / Per Year
ZS-DP-1-GCH-1	Annual subscription to Zscaler Data Protection that includes one of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$75.60	Per User / Per Year
ZS-DP-1-GCH-1000	Annual subscription to Zscaler Data Protection that includes one of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$47.38	Per User / Per Year
ZS-DP-1-GCH-10000	Annual subscription to Zscaler Data Protection that includes one of the	\$29.23	Per User / Per Year

	following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced		
ZS-DP-1-GCH-25000	Annual subscription to Zscaler Data Protection that includes one of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$24.19	Per User / Per Year
ZS-DP-1-GCH-100000	Annual subscription to Zscaler Data Protection that includes one of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$19.15	Per User / Per Year
ZS-DP-2-GCM-1	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$127.01	Per User / Per Year
ZS-DP-2-GCM-1000	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced "	\$83.66	Per User / Per Year
ZS-DP-2-GCM-10000	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$51.41	Per User / Per Year
ZS-DP-2-GCM-25000	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud Moderate. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$43.34	Per User / Per Year
ZS-DP-2-GCM-100000	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud Moderate.	\$33.26	Per User / Per Year

	(Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced		
ZS-DP-2-GCH-1	"Annual subscription to Zscaler Data Protection that includes two of the following for 1 to 999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced "	\$144.14	Per User / Per Year
ZS-DP-2-GCH-1000	Annual subscription to Zscaler Data Protection that includes two of the following for 1000 to 9999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$94.75	Per User / Per Year
ZS-DP-2-GCH-10000	Annual subscription to Zscaler Data Protection that includes two of the following for 10000 to 24999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$58.46	Per User / Per Year
ZS-DP-2-GCH-25000	Annual subscription to Zscaler Data Protection that includes two of the following for 25000 to 99999 users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$48.38	Per User / Per Year
ZS-DP-2-GCH-100000	Annual subscription to Zscaler Data Protection that includes two of the following for 100000+ users in GovCloud High. (Per User / Per Year) 1.) Endpoint DLP 2.) Classification and Encryption Advanced	\$37.30	Per User / Per Year
ZS-DP INLINE ALL APPS GCM 1	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud Moderate. (Per User / Per Year)	\$67.54	Per User / Per Year
ZS-DP INLINE ALL APPS GCM 1000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud Moderate.	\$41.33	Per User / Per Year
ZS-DP INLINE ALL APPS GCM 10000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection	\$26.21	Per User / Per Year

	incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud Moderate.		
ZS-DP-INLINE-ALL-APPS-GCM-25000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud Moderate.	\$21.17	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCM-10000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud Moderate.	\$16.13	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCH-1	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1 to 999 users in GovCloud High.	\$75.60	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCH-1000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 1000 to 9999 users in GovCloud High.	\$47.38	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCH-10000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 10000 to 24999 users in GovCloud High. (Per User / Per Year)	\$29.23	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCH-25000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 25000 to 99999 users in GovCloud High.	\$24.19	Per User / Per Year
ZS-DP-INLINE-ALL-APPS-GCH-100000	Annual subscription to inline Data Loss Prevention Web for SaaS, Private and Gen AI applications and Data Protection incident management including incident receiver (Virtual appliance) for 100000+ users in GovCloud High.	\$19.15	Per User / Per Year
ZS-DP-ISO-ADV-GCM-1	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud Moderate.	\$134.06	Per User / Per Year
ZS-DP-ISO-ADV-GCM-1000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to	\$83.66	Per User / Per Year

	BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud Moderate.		
ZS-DP-ISO-ADV-GCM-10000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud Moderate.	\$51.41	Per User / Per Year
ZS-DP-ISO-ADV-GCM-25000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud Moderate.	\$43.34	Per User / Per Year
ZS-DP-ISO-ADV-GCM-100000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 100000+ users in GovCloud Moderate.	\$33.26	Per User / Per Year
ZS-DP-ISO-ADV-GCH-1	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1 to 999 users in GovCloud High.	\$151.20	Per User / Per Year
ZS-DP-ISO-ADV-GCH-1000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 1000 to 9999 users in GovCloud High.	\$94.75	Per User / Per Year
ZS-DP-ISO-ADV-GCH-10000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 10000 to 24999 users in GovCloud High.	\$58.46	Per User / Per Year
ZS-DP-ISO-ADV-GCH-25000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed device use cases for 25000 to 99999 users in GovCloud High.	\$48.38	Per User / Per Year
ZS-DP-ISO-ADV-GCH-100000	Annual subscription to Data Protection Browser Isolation for Pvt/SaaS applications. Applicable to BYOD, B2B, VDI replacement and other managed	\$37.30	Per User / Per Year

	device use cases for 100000+ users in GovCloud High.		
--	--	--	--

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

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: IBM Guardium

Service Category: Service Category 15: Data Security

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
IBM Guardium Data Security Center Software Per 100 Resource Units for IBM Z – Perpetual	\$5,337.43	Per Package
IBM Guardium Data Security Center Software Per 100 Resource Units – Perpetual	\$5,337.43	Per Package
IBM Guardium Data Security Center 100 Resource Units – SaaS	\$1,438.08	Per Package
IBM Security Guardium Package (Software) per 100 Resource Units – Perpetual	\$2,176.68	Per Package
IBM Security Guardium Package (Software) per 100 Resource Units for IBM Z – Perpetual	\$4,590.20	Per Package
IBM Security Discover and Classify for Unstructured Data per Resource Value Unit (TB) for IBM Z – Perpetual	\$1,414.81	Per license
IBM Security Discover and Classify for Structured Data per Resource Value Unit (MVS) for IBM Z – Perpetual	\$2,829.60	Per license
IBM Security Guardium for Tokenization per Resource Value Unit – Perpetual	\$24,062.67	Per license
IBM Security Guardium for File and Database Encryption Resource Value Unit – Perpetual	\$18,399.26	Per license
IBM Security Guardium Key Lifecycle Manager Basic Edition Install for zEnterprise BladeCenter Extension License – Perpetual	\$3,502.95	Per license
IBM Security Guardium Key Lifecycle Manager Basic Edition Install License –Perpetual	\$3,502.95	Per license
IBM Security Guardium Key Lifecycle Manager for Usable	\$28,730.51	Per license

Petabyte Storage for IBM Z Resource Value Unit – Perpetual		
IBM Security Guardium Key Lifecycle Manager for Usable Petabyte Storage Resource Value Unit – Perpetual	\$28,730.51	Per license
IBM Security Guardium Key Lifecycle Manager for Raw Petabyte Storage for IBM Z Resource Value Unit – Perpetual	\$23,461.17	Per license
IBM Security Guardium Key Lifecycle Manager for Raw Petabyte Storage Resource Value Unit – Perpetual	\$23,461.17	Per license

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: CrowdStrike

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
0-10,000,000	\$2,189.60	End point

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

#### Add-on services description:

##### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

##### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

## Deloitte & Touche LLP. Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Palo Alto \_\_\_\_\_

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Small	\$191,745 Annually	1000 Knowledge Workers – 100GB
Medium	\$856,689 Annually	5000 Knowledge Workers – 500GB
Large	\$4,694,369 Annually	20000 Knowledge Workers – 5000GB

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

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

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment	\$46,477	Sprint

	including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/ transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

#### Add-on services description:

##### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

##### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for

the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

## **Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP Price Proposal

Solution Proposed: Snowflake

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
\$40,000 - \$149,999	7%	Per Credit Discount
\$150,000 - \$299,999	9%	Per Credit Discount
\$300,000 - \$449,999	11%	Per Credit Discount

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

### **Add-on services description:**

#### **Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points will be estimated at \$46,477.00 (sprint cost)  
\* 5 sprints = \$232,385.00

#### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a

task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost)  
\* 8 sprints = \$310,208.00.

## Deloitte & Touche LLP Price Proposal

Respondent: Deloitte & Touche LLP

Solution Proposed: Splunk

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
50-99GB	\$3,897.60	Per Day
100-199GB	\$2,446.32	Per Day
200GB-499GB	\$1,718.90	Per Day
500-999GB	\$1,572.72	Per Day
1000-1999GB	\$1,519.66	Per Day
2000-4999GB	\$1,493.72	Per Day
5000-10000GB	\$1,481.94	Per Day

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

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases Technology migration/transition Technology/ solution implementations	\$46,477	Sprint
Maintenance and Operations Services	Managed security services	\$38,776	Sprint

	24x7 threat monitoring/Security operations center		
--	---	--	--

### Add-on services description:

#### Implementation Services

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)
- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### Maintenance and Operations

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.

**Deloitte & Touche LLP Price Proposal**

Respondent: Deloitte & Touche LLP

Solution Proposed: Google

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

Tiered, not to exceed pricing for initial term:

Tier	Price	Unit
Chronicle SecOps Standard US: Subscriptions/LogIngestBytes/Standard/US	\$1.75	GB Per Year
Chronicle SecOps Enterprise US: Subscriptions/LogIngestBytes/Enterprise/US	\$2.15	GB Per Year
Chronicle SecOps Enterprise Plus	\$4.12	GB Per Year
GCP Support Base Fee for Region 1 Countries:SUPPORT-GCP-ENHANCED-BASE	\$532.00	Month
GCP Support Variable Fee: SUPPORT-GCP-ENHANCED-VAR	\$0.03	Calculated as 3% of all other service fees

Add-On Services (OPTIONAL) for initial term:

Name	Description	Price	Unit
Implementation Services	Service onboarding and transition Initial implementation and deployment including initial training and integration Integration of additional assets Development and tuning of use cases	\$46,477	Sprint
	Technology migration/transition Technology/ solution implementations		
Maintenance and Operations Services	Managed security services 24x7 threat monitoring/Security operations center	\$38,776	Sprint

**Add-on services description:****Implementation Services**

Customers may elect to engage with Deloitte in an Agile implementation and configuration process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources, that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager/scrum master
- Architect
- System engineer (s)
- System tester (s)

- Business analyst (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on customer's implementation and configuration requirements (scope) such as number of endpoints, data separation considerations, access limitations, false positive tuning based on customer's technology landscape and ticketing tools integration.

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 50 story points with be estimated at \$46,477.00 (sprint cost) \* 5 sprints = \$232,385.00

#### **Maintenance and Operations**

Customers may elect to engage with Deloitte in an agile maintenance and operations process using customer tools or Deloitte managed solutions and pay for Services on a fixed price per sprint basis. The sprint team is comprised of both dedicated and shared resources that includes a composition of the following roles based on the project requirements defined with the customer and serves as the basis for the cost calculation:

- Project manager
- System architect
- System engineer (s)
- Technical support engineer (s)
- Technical trainer (s)

A sprint team will deliver ten story points in one sprint. A story point is a unit of measure for a task requiring 12-16 hours of effort. The duration of a sprint is flexible. Deloitte will work with the customer to estimate the story points based on the scope such as managed endpoints, maintenance duration, system tuning, tickets managed, incident response timeframe and Service Level Objectives (SLOs).

Customers can procure additional sprint teams to further scale up or down the team as needed. In the event a Service Proposal is terminated, Customer shall pay all amounts due for Deloitte's Services and ultimately accepted by the Customer.

Example: For a scope that involves 80 story points with be estimated at \$38,776.00 (sprint cost) \* 8 sprints = \$310,208.00.