

Quotation



Quote #: Q-220053-2
 Expiration Date: 12/30/2025
 Subscription Period: 36 Months
 Payment Method: Annual Payments

Netskope, Inc.

2445 Augustine Drive, 3rd Floor, Santa Clara, CA 95054, US
 Phone: (800) 979-6988
 Email: orders@netskope.com

Ship To
 Matias Diaz
 BBVA
 Paseo de la Castellana 81
 Madrid, 28046
 Spain
 +34 91 537 7000 - Ext. (217813)
 +34 94 3747730
 matiasdg@bbva.com

Bill To
 Exclusive Networks SL (Spain)
 C/ Arturo Soria
 Madrid, 28033
 Spain

| REGIONAL DIRECTOR | EMAIL | PHONE | PAYMENT TERMS |
|-------------------|-----------------------|-------|---------------|
| Manuel Lorenzo | mlorenzo@netskope.com | | Net 45 |

| Service/Product Name | Service/Product Code/SKU | Subscription Units/Quantity | Term | List Unit Price | Discount (%) | Net Unit Price | Net Total |
|---|--------------------------|-----------------------------|-------------------------|-----------------|--------------|----------------|---------------|
| Netskope Dedicated Egress IP Address | NK-EGRESS-DIP | 10,000 Users | 12/31/2025 - 12/30/2028 | USD 60.00 | 83.50 | USD 9.90 | USD 99,000.00 |

Netskope Dedicated Egress IP Address provides customers a range of dedicated egress IP's from the Netskope Security Cloud platform for their web and cloud activity. Licensing is per user per year. This add-on option applies to SSE, NG SWG, and Cloud Inline packages. Data centers located in China are excluded.

| | | | | | | | |
|--|---------|----------|-------------------------|---------------|-------|---------------|---------------|
| SSL/TLS Inspection with a Customer Signed Certificate | NK-SSLI | 1 Tenant | 12/31/2025 - 12/30/2028 | USD 48,000.00 | 47.20 | USD 25,344.00 | USD 25,344.00 |
|--|---------|----------|-------------------------|---------------|-------|---------------|---------------|

SSL/TLS Inspection using a Customer Signed Certificate enables customers to use their own CA versus the Netskope CA reducing exposure to only their own managed PKI solution.

| | | | | | | | |
|------------------------------------|--------------|--------------|-------------------------|------------|-------|-----------|----------------|
| Secure Web Gateway Standard | NK-P-SWG-STD | 10,000 Users | 12/31/2025 - 12/30/2028 | USD 166.17 | 76.51 | USD 39.03 | USD 390,300.00 |
|------------------------------------|--------------|--------------|-------------------------|------------|-------|-----------|----------------|

Inline web proxy for HTTP and HTTPS traffic inspection using a steering client for web user traffic, and GRE or IPsec tunnels for offices. Includes the following capabilities:

Secure Web Gateway - STANDARD

- Includes cloud native forward web proxy with SSO, MFA and AD integration
- TLS traffic inspection including v1.3 natively with cloud performance and scale
- Standard reporting based on 90 days of data retention (longer by contract)
- Open REST API

Web Filtering

- URL filtering for 120+ categories, languages for 190+ countries, and 99.9% of the active web
- Filtering includes YouTube categories, translation services, safesearch, and silent ad blocking
- Dynamic web page categorization for 70 categories, plus site lookup tool and reclassification service
- Allow, block, or proceed with warning, plus custom alerts to system tray or web browser
- Create custom web filtering categories, plus allow and deny lists
- Determine traffic inspection by URL category or domain

Standard Threat Protection

- Anti-malware engines, client traffic exploit protection (CTEP), and true file type analysis
- 40+ threat intel feeds, plus importing IOCs including malicious URLs and file hashes
- Inline portable executable (PE) file machine learning for Patient Zero malware detection and blocking

| Service/Product Name | Service/Product Code/SKU | Subscription Units/ Quantity | Term | List Unit Price | Discount (%) | Net Unit Price | Net Total |
|--|--------------------------|------------------------------|-------------------------|-----------------|--------------|----------------|----------------|
| - Standard sandboxing to corroborate all AV/ML detections - Cloud Threat Exchange (CTE) enables threat intel sharing with EPP/EDR, SIEM, SOAR, etc. - Option to add-on Netskope Targeted RBI for uncategorized and security risk websites (PENDING REVIEW) Cloud Risk Insights - Inline SaaS app discovery - Insights into risks including anomalous activities and compromised credentials - Cloud Confidence Index (CCI) risk ratings, database includes 48,000+ cloud services and apps Cloud Exchange - Streamlines integrations between Netskope and customer IT/Security stack solutions to deliver customizable logs, drive notification and ticket management workflows, share indicators of compromise to enhance threat prevention, and ingest risk telemetry to trigger adaptive policies supporting zero trust principles NewEdge Network - Powers the real-time inline & out-of-band security services of the Netskope Security Cloud providing customers with unparalleled service coverage, performance and resilience. | | | | | | | |
| Premium Support | NK-SUPPORT-PRE | 1 Seat | 12/31/2025 - 12/30/2028 | USD 102,928.80 | 0.00 | USD 102,928.80 | USD 102,928.80 |
| Get Netskope Premium Support with 24/7 phone and online support. • 24x7 phone and online support; 30-minute initial response for critical issues (P1 urgent) • 24x7 phone and online support; 2-hour initial response for critical issues (P2 high) • 24x7 access to online knowledge base, user manuals, FAQs, and release notes | | | | | | | |
| TOTAL: | | | | | | | USD 617,572.80 |

Additional Notes

Purchase Order Information

(End user customers only, Resellers/Distributors follow standard booking policy)

Is a Purchase Order (PO) required for the purchase or payment of the products and services on this quotation?

Please select: (Purchaser to complete)

☐ No
☐ Yes

If yes, please complete the following:

PO Number:

PO Amount:

Purchaser's purchase order is for Purchaser's administrative purposes only. No terms in any purchase order or other order documentation shall apply, and all such terms shall be void.

Pricing and Payment

1. Quotation/Expiration: Unit pricing in this quotation is based on the products and services, Subscription Units/quantities and Subscription Period included above. This quotation expires at the close of business on the expiration date above, or upon Netskope's receipt of Purchaser's request for modifications, whichever is earlier. The pricing and service/product options included herein are valid until expiration; Netskope reserves the right to update the pricing and service/product options available for purchase.

2. Payment for Entire Subscription Term: Purchase is subject to Netskope receiving a purchase order for the entire Subscription Period and Subscription Units/quantities above. All amounts will be invoiced upon receipt of purchase order. Amounts are non-cancelable and non-refundable by Netskope except as expressly stated in the applicable Governing Terms referenced below. Prices

above represent the initial installment payment, which will be invoiced upon receipt of the Buyer's purchase order. Subsequent installment payments stated below will be invoiced (and Buyer agrees to pay) according to the following schedule:

- Payment Year 1: \$205,857.60 invoiced upon receipt of initial purchase order.**
- Payment Year 2: \$205,857.60 invoiced upon first anniversary of receipt of initial purchase order.**
- Payment Year 3: \$205,857.60 invoiced upon second anniversary of receipt of initial purchase order.**
- Overall Total: \$617,572.80**

If Buyer's processes require a purchase order for invoicing, Buyer will provide a purchase order for the payment amount in advance of each invoice date. In the event of early cancelation or termination (Other than for breach by Netskope in accordance with the Governing Terms referenced below), the remaining payments above will be accelerated and invoiced upon termination. Amounts are non-cancelable and non-refundable by Netskope except as expressly stated in the applicable Governing Terms. Invoicing and payment are not subject to acceptance or other contingencies relating to project implementation

3. Renewal: If Purchaser elects to renew the Subscription at the end of the Subscription Period, renewal fees charged by Netskope for the SKUs listed above will be subject to a 10% per year increase. Increase is based on renewal of the entire Subscription above, and may be larger if the Purchaser does not renew for all SKUs or decreases Subscription Units/quantities and fails to meet applicable volume price tiers. Renewal of SKUs is subject to availability at the time of renewal.

4. Usage: Fees and overages are subject to the fee structure for the applicable Subscription Unit (e.g., User) available at <https://www.netskope.com/subscription-unit-charges>

Retention Policy

The Output Retention Period for log files generated by Netskope's subscription service varies by Service. The applicable standard retention period for a service is described in Netskope's published documentation and the product description provided on this quotation. During such retention period, the log files may be accessed and transferred by the end user Customer; the log files are deleted after the retention period. For selected Services as indicated above, Netskope makes extended storage contracts and options available at an additional fee.

Start Date and Delivery

Each Subscription begins on the start date indicated above and will continue for the Subscription Period stated. If no start date is specified above then the Subscription Period shall start on the date following the purchase order when Netskope notifies the end user Customer that the Subscription Services are available and provides account information and codes required to access the Services. Notwithstanding the foregoing, for Subscriptions associated with Netskope Hardware, the Subscription Period starts in accordance with Netskope's hardware terms available at <https://www.netskope.com/hardware-terms>. All Netskope Hardware is delivered Ex Works (Incoterms 2020®) at Netskope's facility in California. Delivery dates are estimates subject to availability and will be provided at the time of Order. Title and all risk of loss, damage, theft, or destruction pass to the Purchaser upon placement with the carrier for shipment.

Governing Terms

Purchase and use of Netskope Hardware products and Services above is subject to the Netskope Subscription Services Agreement available at <https://www.netskope.com/subscription-terms>. Netskope Hardware products are subject to additional terms available at <https://www.netskope.com/hardware-terms>. If the end user Customer and Netskope have executed a written agreement which is applicable to the Hardware products and services above, then the terms of the executed agreement will govern use of such products and services. Any additional or conflicting terms or conditions, including those that may be embedded in any purchase order, order acknowledgement, invoice or other forms provided by Purchaser or the end user Customer, are void.

| | | | |
|---------------|-------|-------------------------|----------------|
| Signature: | _____ | Date of Signature: | ____/____/____ |
| Name (Print): | _____ | Accounts Payable Email: | _____ |
| Title: | _____ | Accounts Payable Phone: | _____ |
| Email: | _____ | | |

Please sign and email to Manuel Lorenzo at mlorenzo@netskope.com.

THANK YOU FOR YOUR BUSINESS!