

**Presidio Networked Solutions Group, LLC****APPENDIX C – PRICING INDEX****DIR-CPO-5532****Software (COTS) and Related Services**

<b>Brand</b>	<b>Category</b>	<b>DISCOUNT OF MSRP/List Price</b>	<b>Unit of Measure</b>
<b>1-Software</b>			
Akkadian Labs	Software for Unified Communication & Contact Center Management	10.00%	Varies Depending on Customer Requirements
Amazon Web Services (AWS)	A SaaS Cloud Service (Per number of change records per hour, Per compute instance, Per number of access reads, Per data transfer and per Database)	2.00%	Varies Depending on Customer Requirements
Arctic Wolf	A SaaS Operations platform for CyberSecurity. This SaaS Solution helps organizations detect, respond to, and recover from cyber attacks.	2.00%	Varies Depending on Customer Requirements
AtlasIED	A Unified Communications software used in Emergency Communication and Mass Notifications Systems	5.00%	Varies Depending on Customer Requirements
AtlasIED	Software - GLOBALCOM SMART ALERTS EMERGENCY License	1.00%	Per Server
Audiocodes	SaaS or Software Defined Voice Network (SDvN) is an open solution designed to help large enterprises undergoing the digital transformation process to simplify the operations of their voice networks and increase call routing efficiencyNetwork Management	10.00%	Per Users or Per Sessions
Checkpoint	SaaS Cybersecurity Solutions for networks, clouds, and workspaces.	25.00%	Varies Depending on Customer Requirements

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Citrix	SaaS solution that allows users to access applications, desktops, and resources remotely through virtualization.	10.00%	Per Megabits Per second (Mbps)
Code42	SaaS Back-Up and Protects Data to Prevent Data Loss solution	5.00%	Per Number of Users
Cohesity	SaaS/Software License solution to protect, manages and provide insights into data. (Per Front End Terabyte (FETB), Per Terabyte(TB) or Per User)	5.00%	Varies Depending on Customer Requirements
Commvault	Software used to analyze, backup, and recover, replicate, archive and search data and information across the enterprise and across any storage devices. From data center to desktop to laptops and in the cloud.	5.00%	Per Virtual Machine, Per User or Per Terabyte (TB)
CrowdStrike	Software that protects from cyber attacks and malware by monitoring and analyzing computer activity. CrowdStrike / Falcon a type of endpoint detection and response (EDR) Software	15.00%	Per Endpoint
Cyware	SaaS - End-to-end incident management and threat response automation platform software solution.	10.00%	Per Users
DataDog Security	SaaS platform that monitors and detects threats to applications, infrastructure, and containers in real time.	1.00%	Per Month, Per License or On-Demand
Delinea	Software for Password Management and Data Encryption Solution	5.25%	Per System Per Year

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Dynatrace	SaaS a Cloud Application Management Solution	2.00%	Per Subscription
EfficientIP	Software to secure and automate IP address management solution	10.00%	Per Application Pack
Ekahau	Software Site Survey and Design solution	5.00%	Per License
Eleveo	SaaS or Software to captures, analyse, to improve the quality of calls, emails and chat interactions within an organization	10.00%	Per License and Per Subscription
Envoy	Software a physical security and access control solutions	10.00%	Varies Depending on Customer Requirements
Exabeam	SaaS detect, investigate, and respond to CyberSecurity threats solution	6.00%	Per Ingested Data per Day
Extrahop	SaaS and Software a network security and performance platform that helps organizations identify and respond to cyber threats and network issues.	2.00%	Per Subscription Per License
F5 Networks	SaaS and Software an application security and advanced threats mitigation solution	10.00%	Per Unit Per License Per Month
FireMon	Software that manage network security policies, minimize risk, and achieve compliance.	10.00%	Per License
Fortinet	SaaS and Software Email Security solution that delivers AI-powered, multi-layer protection against the full spectrum of email-borne threats	6.00%	Per VM/Annual Subscription

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Genea	SaaS Access Control Software Solution	5.00%	Per Site or Per Number of Users
Google	SaaS Cloud web-based Google Search, a web search engine. Other web-based services include Gmail, Google Calendar, Google Drive, Google Docs, Sheets, Slides, Google Photos, Google Keep, Google Translate, YouTube, and Google My Business plus Google Workspace, formerly G Suite, includes apps like Gmail, Calendar, Drive, and Meet. It also offers AI-powered tools, a Learning Center, and admin help.	2.00%	Per License, Per Annual Subscription Per Month
Grip Security	SaaS Identity risk solution that identify risky access, malicious or abandoned SaaS services, and credential exposures	30.00%	Per User
Hammer (Formerly Empirix)	Software for Unified Communication and Contact Center (automated testing system that is able to deliver automated end-to-end testing, not only from the customer, but also the agent perspective solution)	10.00%	Per License or Monthly Subscription
IBM	Software for Rational Test Automation	5.00%	Per User
Igel	SaaS Cloud Management Solution (secure access to cloud workspaces such as Virtual Desktop Infrastructure (VDI) and/or Desktop as a Service)	5.00%	Varies Depending on Customer Requirements
Illumio	SaaS and Software for networks protection from cyber threats by using micro-segmentation and Zero Trust Segmentation (ZTS)	5.00%	Number of Objects and Number of VENs
Imagicle	SaaS and Software Unified Communication & Contact Center solutions	5.00%	Per User

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Imperva	SaaS Digital Security Solutions to Protect applications and Data. (CyberSecurity)	1.00%	Per Server or Per Megabits Per second (Mbps)
Infoblox	SaaS and Software Comprehensive IT automation and Security Solutions to improve compliance and secure networks against modern threats.	10.00%	Per Users Annually
Intrado	Software is a comprehensive solution for end-to-end incident management, safety suite for any type of emergency. (Enterprise 911 & Safety Solutions)	10.00%	Per Device Annually
ISI Telemanagement Solutions	Software Unified Communications and Call Center Management solution that helps analyze and optimize usage, content, expenses and people.	10.00%	Per License
Juniper	SaaS and Software CyberSecurity Solution that detects, enforces and remediate security threats.	10.00%	Per Server and Per Port Speed
KnowBe4	SaaS a Security awareness training and simulated phishing platform to help organizations educate users on information security threats.	5.00%	Per User
LiveAction	Software / Networ Performance Management Tool solution	10.00%	Monthly Subscription or Per Unit or Per Appliance
LogicMonitor	Software that monitors and analyzes IT infrastructure to help businesses identify and resolve issues before they impact operations.	14.50%	Per License and Per GB / Per Year

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Netbrain	Software Application Performance Management Solution.	5.00%	Per License Per Node Per Change Management Feature
Netscout	SaaS Application Performance Management	21.00%	Varies Depending on Customer Requirements
Netskope	SaaS Cloud Security that helps business protect Data and People Solution	18.00%	Varies Depending on Customer Requirements
Nice Systems	Software Unified Communication & Contact Center Management that helps organizations interactions, transactions, and surveillance solutions	5.00%	Per License
NoName Security	SaaS and Software solution that helps organizations protect their APIs by detecting and remediating vulnerabilities before they are exploited	45.00%	Per Bundle
Nutanix	SaaS and Software solution that provides hardening, security auditing and reporting, and protection from network threats	5.00%	Per License
Okta	SaaS Identity Management Solution	9.20%	Per User Annually
Palo Alto Networks	SaaS and Software Firewalls that protect private and public cloud deployments with segmentation and threat prevention.	12.00%	Varies Depending on Customer Requirements

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Proofpoint	SaaS and Software for email security, identity threat defense, data loss prevention, electronic discovery and email archiving solution.	10.00%	Varies Depending on Customer Requirements
Pure Storage	SaaS Enterprise grade all-flash block file, and object storage that unifies, protect and manages data.	10.00%	Varies Depending on Customer Requirements
Qualys	SaaS Cybersecurity Platform that helps identify, assess, and reduce cyber risks solution.	2.00%	Per Asset
Qumulo	SaaS and Software Cybersecurity platform to manage and store data across the cloud, on-premises, or in a hybrid enviroment.	10.00%	Per License Per TB Per Month
Radware	SaaS and Software Cybersecurity solution to protect networks and applications.	20.00%	Rubrik
Red Hat	Software for Enterprise Open Source Solutions (Openshift Container Platform)	15.00%	Per Platform and Per Managed Node
Red Hat	Software for Enterprise Open Source Solutions	20.00%	Per Platform
Redsky (Everbridge)	Software for Construction Management and Enterprise Resouces Planning Solution	10.00%	Per Unit
Riverbed	SaaS Network Management and performance Solution	1.00%	Monthly Subscription
RSA	SaaS Identity Security Solutions to protect organizations from Cybersecurity risks.	2.00%	Monthly Subscription

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Rubrik	SaaS and Software Data Security Solution	10.00%	Varies Depending on Customer Requirements
Securitas	Software that provides Physical Security in a scalable, end-to-end electronic commercial security systems, solutions.	10.00%	Per Unit or Per Asset
SentinelOne	SaaS Vigilance Respond Pro takes the standard Managed Detection and Response (MDR) service two steps further to encompass digital forensics analysis and incident response (DFIR) solutions	5.00%	Per Endpoint
SentinelOne	SaaS Enterprise Support for Chrome with Deep Inspection	7.00%	Per Chrome Endpoint
SentinelOne	SaaS Complete Cybersecurity Protection Platform	10.00%	Varies Depending on Customer Requirements
Singlewire	SaaS and Software Emergency Mass Notification System	5.00%	Per Endpoint Per Engagement Per License
Solarwinds	SaaS and Software Network Performance Management Solution	10.00%	Per Node/Annual Subscription and Per Elements/Annual Support
Stealbits (Netwrix)	SaaS and Software Cybersecurity Management Solution	4.00%	Per License
Tanium	SaaS and Software Endpoint Security and Management	6.00%	Per Unit Per License



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Taske	Software Contact Center Management Solution	5.00%	Per License Per Agents
Tenable	Software CyberSecurity Management Solution	13.00%	Varies Depending on Customer Requirements
Trend Micro	SaaS and Software Cybersecurity solutions	5.00%	Per Endpoint Per Workloads
Twilio	SaaS Customer Engagement platform for making and receiving phone calls, sending and receiving text messages and performing other communication functions.	10.00%	Per User Per Month Per Incident Per Minute
Uniphore	SaaS Unified Communications AI-powered platform that helps businesses connect with customers through voice, video, text, and data solution	10.00%	Varies Depending on Customer Requirements
UpStream Works	Software Contact Center Management Solution	5.00%	Varies Depending on Customer Requirements
Variphy	SaaS Reporting and Analytics Platform that helps users manage unified Communications solution	5.00%	Varies Depending on Customer Requirements
Varonis	Software Data Security Management Solution across a variety of sources.	5.00%	Per License Per Engagement
Veeam	Software Data Protection, Back-up and Disaster Recovery Management Solution for virtual, physical, and Cloud-based workloads.	2.50%	Per Annual Subscription per Socket

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Veracode	Software Security Platform tha helps identify and fix security vulnerabilities in applications solution	5.00%	Annual Subscription Per Application
Veritas	SaaS and Software for Data Protection Solutions	5.00%	Varies Depending on Customer Requirements
VMWare	SaaS and Software Virtualization, Cloud Computing and Networking solutions	5.00%	Varies Depending on Customer Requirements
Vyopta	Software Collaboration Intelligence and Unified Communications enviroments solution	10.00%	Per User Per Platform
Wiz Security	SaaS Cloud Security Platform that provides cloud security by scanning cloud resources and code repositories, identifying vulnerabilities, and prioritizing risks solution	1.00%	Per Unit
Zerto	SaaS and Software Disaster Recovery, Ransomware Resilience and workload mobility software for virtualized infrastructure and cloud enviroments solution	10.00%	Per VM/Annual Subscription
Zoom	SaaS Video Conferencing Platform Solution	10.00%	Per Host/Annual Subscription
zScaler	SaaS Cyber Security Platform that helps protect users, devices, and applications from Cyberattacks and data loss solution	10.00%	Per License

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Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
Hardware Various Brands	Hardware Routers/ Switches/ Appliances/ Servers/ Storage Devices/ Cabling/ Racks/ UPS/ Cameras/ Access Control Devices/Sensors/Monitoring Devices/Environmental Controls/others as required to complete a turnkey solution. Multiple OEMs may be considered, recommended and sold to complete a turnkey solution.	1.00%	Each
<b>Hardware can only be sold as part of a Software Purchase Turnkey Solution. Stand Alone Hardware is NOT aloud to be sold under this Contract.</b>			
<b>2. Related Services</b>			
Akkadian Labs	Remote Support Services	10.00%	Per Hour
AtlasIED	Core Software Yearly Maintenance Subscription	5.00%	Per Core Per Endpoint
Checkpoint	Basic implementation and knowledge transfer	6.00%	Per Appliance Per Engagement
Commvault	Small Tier QuickStart is a packaged Time and Materials implementation and configuration service targeting a new commcell with less than 2 HSX Block/4 Media Agents and 45 client agent deployments to be delivered over 5 contiguous days.	5.00%	Per Engagement
Commvault	An annual subscription that ensures a Technical Account Manager spends 50% of their time dedicated to a single location.	5.00%	Per Technical Account Manager
Commvault	Resident Support Engineer - 60 Day. Rate for 60 contiguous days during normal business hours. Requires 60 'FXTRVL-CONS' for service to be delivered onsite.	5.00%	Per Engagement

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Cyware	Cyware Fusion and Threat Response (CFTR), Premium Support and Cyware Threat Intelligence eXchange (CTIX) Lite, Training	10.00%	Per User
DataDog Security	Success Plan Premier for self-managed editions include: 15 certification exams, 15 expert days, technical success management. Technical Success Starter (Success Plan for first app) for cloud editions. Price is per subscription year. Technical Success Starter (Success Plan for first app) for cloud editions. Price is per subscription year.	1.00%	Per Subscription Annually
Ekahau	Ekahau Connect Support - 1YR Expired Renewal ECSE Design Class - Online Seat	5.00%	Per Seat or Per License
Extrahop	Maintenance and Support and Migrate existing Reveal(x) Discover appliances to Reveal(x) 360, enabling SaaS services such as Cloud Record Store. Required for the first EDA.	2.00%	Per Subscription Per License
FireMon	Custom Services and Support package	10.00%	Per License
Igel	Priority Support 1 year	5.00%	Per User Annually
Igel	Priority Support 1 year (1 to 99)	5.00%	Per Bundle
Igel	Academy Premium OS11 Course Bundle	5.00%	Per User
Infoblox	Infoblox Professional Services - BloxOne Threat Defense QuickStart for up to 2 Policies, 2 Custom Lists, and 5 DFP/Hosts.	10.00%	Per Engagement

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Infoblox	Trinzic Software Module Subscription, Cloud Network Automation with Infoblox Partner Elite Maintenance-Enterprise for IB-SWTL-CNA-TE-815 per year.	10.00%	Per Module
Infoblox	Cloud Platform 805 Software Bundle Subscription, DDI and Grid with Infoblox Partner Elite Maintenance-Enterprise per year.	10.00%	Per Bundle
Infoblox	Cloud Platform 1400 Software Bundle Subscription, DDI and Grid with Infoblox Elite Maintenance-Enterprise per year.	10.00%	Per Bundle
ISI	Single Sign-On Integration	10.00%	Per license
ISI	Unlimited Jurisdiction & Rate Table Package	10.00%	Each
ISI	General Professional Services	10.00%	Per Hour
Palo Alto Networks	Quickstart Services for Prisma Cloud Code Security Standard	10.00%	Per Unit
Palo Alto Networks	4-Hour Premium support 5 year term, PA-5250	10.00%	Per License
Proofpoint	EMEA Totemo TrustMail Professional Edition Support and Maintenance Fee (500-999) 12 months	10.00%	Per User Per Year
Qumulo	Qumulo Mission Q Premium Services TB/Month	10.00%	Per License
Red Hat	Ansible Auto Platform online Training	1.00%	Per Trainee

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Singlewire	1 Year Maintenance Subscription - Per Endpoint License - TIER B (Qty 250 - 950 Endpoints)	5.00%	Per Endpoint
Singlewire	Software Provisioning	5.00%	Per Engagement
Delinea	Centrify Authentication Service - 1 System - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Delinea	Centrify for DB2 - 1 System - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Delinea	Centrify Authentication Service - 1 System - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Delinea	Centrify Authentication Service - 1 Workstation - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Delinea	Centrify Server Suite - Enterprise Edition - 1 System - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Delinea	Centrify Privilege Elevation Service - 1 Workstation - Maintenance - 1 Year Premium Support	3.00%	Per System/Per Year
Veracode	E-Learning: Application Security Track - Per Seat Term 1 year Subscription	5.00%	Annual Subscription per APP
Vyopta	Standard installation, configuration & activation Professional Services	10.00%	Per User/Per Platform

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Vyopta	Managed Administration Service, includes but is not limited to setting up/maintaining Vyopta platform user accounts, configurations, data integration services, monitors, alerts, reports and dashboards ). 1 day per month/minimum of 12 month term)	10.00%	Per Engagement
Zerto	Quick Migration Remote SVC	10.00%	Per Engagment
Zerto	Virtual Enterprise Cloud Edition 250 VM 1yr Premium Maintenance	10.00%	Per VM/Annual Subscription
Zerto	Virtual Replication 1 VM 1yr Premium Maintenance	10.00%	Per VM/Annual Subscription
Zerto	Virtual Replication 1 VM 1yr Premium Maintenance	10.00%	Per VM/Annual Subscription
All Brands	Managed Services	10.00%	Per User
All Brands	Business Analysis	10.00%	Per Hour
All Brands	IT Technical Consulting Services	10.00%	Per Hour
All Brands	IT Technical Design Services	10.00%	Per Hour
All Brands	Implementation / Configuration	10.00%	Per Hour
All Brands	Incident Response Management	10.00%	Per Hour

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3. Turnkey Solutions			
Turnkey Solutions packages to be configured based on customer requirements including, but not limited to, Software, Hardware and Services as listed above.		To be Discounted at the Line Item Level	Total Solution Configuration
4-VOLUME DISCOUNTS			
The discounts listed are minimum discounts. Most manufacturers offer a volume discounts, reflected in their tiered pricing. These discounts will be applied at the time of quoting.			
NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the DIR Discount % off MSRP is applied.			