Appendix C Pricing Index
DIR-TSO-3823
Mosaic451, LLC

Brand	DIR Customer Discount % off MSRP *
Mosaic451	30.00%
Netskope	27.00%
Fortinet	45.00%
Checkpoint	40.00%
PaloAlto Networks	35.00%
Arista	34.00%
Radware	20.00%
Contrast Security	25.00%
Zerto	9.00%
Infoblox	29.00%
Tegile	25.00%
CarbonBlack	28.00%

Services		DIR Customer Discount % off MSRP *
Managed Services		
Firewall Management	Proactive monitoring; full management; security operations; incident management, reporting. This service includes 24x7x365 management, monitoring, and security operations for advanced firewall appliances with security modules/features, including UTM gateways. Additional features outside of firewall operations supported by the device are subject to additional charges. Change management and incident management are included as part of security operations.	50.00%
Basic Network Management	Management of top of rack or edge switch devices	50.00%
Advanced Network Management	Management of core/chassis switches	50.00%
Web Application Firewall	Proactive monitoring; full management; security operations; incident management, reporting. This service includes 24x7x365 management, monitoring, and security operations for security appliances. Change management and incident management are included as part of security operations.	50.00%

	Services	DIR Customer Discount % off MSRP *
IDS/IPS	Proactive monitoring; full management; security operations; incident management, reporting. This service includes 24x7x365 management, monitoring, and security operations for security appliances. Change management and incident management are included as part of security operations.	50.00%
HIPS	Proactive monitoring; full management; security operations; incident management, reporting. This service includes 24x7x365 management, monitoring, and security operations for security appliances. Change management and incident management are included as part of security operations.	50.00%
Endpoint Security Management (server/workstation)	Installation and monitoring of endpoint security software. Continuously collects detailed telemetry information generated on all Windows and Mac OS X endpoints to determine changes in processes, users, machines, memory, registry and any other events. Security incident detection and analysis including remediation suggestions.	50.00%
Cloud Compliance Monitoring - Managed CASB	Reports on policy violations and can automatically perform remediation to protect data. Remediation actions can be tiered based on the severity of the violation and include: block upload, encrypt, quarantine, modify sharing permissions, revoke a shared link, and delete. End users are notified of violations and can self-report a potential false positive should it occur. Per-device	35.00%
Incident Response	Incident response includes incidents management, digital forensics, response analysis and remediation services. Price is per day	35.00%
Vulnerability Scanning	Continual scanning of network and devices to ensure security and compliance. Per-device	25.00%
Managed Security Services Hybrid/month	Security operations for an entity including onsite staffing based on number of employees greater than 1,700. SOC Services include: Log analysis, security monitoring for all security devices, notification for incident response, SEIM monitoring. See official written response for examples of services and staffing.	10.00%
Managed Security Services Remote/hr	Security operations for an entity - remote staffing based on number of employees less than 1,700 or by choice of entity. SOC Services include: Log analysis, security monitoring for all security devices, notification for incident response, SEIM monitoring. See official written response for examples of services and staffing.	20.00%

Services		DIR Customer Discount % off MSRP *
Managed Firewall w/Hardware - Fortinet (1 Year Minimum)		25.00%
Managed Firewall w/Hardware - PaloAlto (1 Year Minimum)		15.00%
Managed DDoS Protection	Protect, detects and mitigates DDoS attacks	40.00%
Penetration Testing	Controlled Penetration Testing	50.00%
Managed Services Staffing		20.00%
Managed SEIM (Yearly)	Managed Security Event Information Manager	25.00%

*Important Note: Vendors quote to DIR customers shall include the DIR administrative fee.