

**Apollo Information Systems Corp.**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5249**  
**Software (COTS) and Related Services**

Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
<b>1-Software</b>			
A10 Networks	Entire Catalogue	22.00%	Per Package
Armis	Entire Catalogue	10.00%	Per User Or Bundle
AttackIQ	Entire Catalogue	7.00%	Per Year
Automox	Entire Catalogue	3.00%	Per Endpoint
Balbix	Entire Catalogue	10.00%	Per Asset
Bitdefender	Entire Catalogue	10.00%	Per User
Cloudflare	Entire Catalogue	3.00%	Per Endpoint
Conceal	Entire Catalogue	2.00%	Per User
Crowdstrike	Entire Catalogue	13.00%	Per User
Cymulate	Entire Catalogue	10.00%	Per Package
Darktrace	Entire Catalogue	5.00%	Per Endpoint
Fortinet	Entire Catalogue	10.00%	Per Year
IRONSCALES	Entire Catalogue	10.00%	Per Mailbox
Juniper	Entire Catalogue	20.00%	Per Year
Lacework	Entire Catalogue	10.00%	Per User or Per Site
LogRhythm	Entire Catalogue	5.00%	Per User
Netskope	Entire Catalogue	27.00%	Per User
Proofpoint	Entire Catalogue	15.00%	Per User
Rapid7	Entire Catalogue	12.00%	Per Endpoint
Recorded Future	Entire Catalogue	10.00%	Per use or Per site
Semperis	Entire Catalogue	2.00%	Per User
SentinelOne	Entire Catalogue	10.00%	Per Endpoint
SpyCloud	Entire Catalogue	15.00%	Per Site
Tenable	Entire Catalogue	5.00%	Per Asset
Trellix	Entire Catalogue	10.00%	Per User
TrustMAPP	Entire Catalogue	10.00%	Annual Subscription

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Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
Valimail	Entire Catalogue	10.00%	Per Domain
Vectra	Entire Catalogue	12.00%	Per Endpoint
Zscaler	Entire Catalogue	20.00%	Per User
<b>2. Related Services</b>			
A10 Networks	Customer Support	22.00%	Turnkey
AttackIQ	Customer Support	7.00%	Turnkey
Automox	Customer Support	2.00%	Turnkey
Balbix	Customer Support	10.00%	Turnkey
Bitdefender	Customer Support	10.00%	Turnkey
Cloudflare	Customer Support	2.00%	Turnkey
CrowdStrike	Customer Support	13.00%	Turnkey
Cymulate	Customer Support	10.00%	Turnkey
Darktrace	Customer Support	5.00%	Turnkey
Fortinet	Customer Support	10.00%	Turnkey
Juniper	Customer Support	20.00%	Turnkey
LogRhythm	Customer Support	5.00%	Turnkey
Netskope	Customer Support	27.00%	Turnkey
Proofpoint	Customer Support	15.00%	Turnkey
Rapid7	Customer Support	12.00%	Turnkey
Recorded Future	Special Service Packages Available	10.00%	Turnkey
Semperis	Customer Support	2.00%	Turnkey
SentinelOne	Customer Support	10.00%	Turnkey
SpyCloud	Customer Support	15.00%	Turnkey
Tenable	Customer Support	5.00%	Turnkey
Trellix	Customer Support	9.10%	Turnkey
TrustMAPP	Customer Support	10.00%	Turnkey
Valimail	Customer Support	10.00%	Turnkey
Vectra	Customer Support	12.00%	Turnkey
Zscaler	Customer Support	10.00%	Turnkey

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<b>3. Services</b>			
All Brands	Principal SecOps Engineer	10.00%	Per Hour
All Brands	Sr. SecOps Engineer	10.00%	Per Hour
All Brands	Staff SecOps Engineer	10.00%	Per Hour
All Brands	Principal SOC Analyst	10.00%	Per Hour
All Brands	Sr. SOC Analyst	10.00%	Per Hour
All Brands	Staff SOC Analyst	10.00%	Per Hour
All Brands	Sr. Security Program Manager	10.00%	Per Hour
All Brands	Staff Security Program Manager	10.00%	Per Hour
All Brands	Security Technical Writer	10.00%	Per Hour
All Brands	Principal Security Advisor	10.00%	Per Hour
All Brands	Sr. Security Advisor	10.00%	Per Hour
All Brands	Staff Security Advisor	10.00%	Per Hour
All Brands	Principal Intelligence Analyst	10.00%	Per Hour
All Brands	Sr. Intelligence Analyst	10.00%	Per Hour
All Brands	Staff Intelligence Analyst	10.00%	Per Hour
All Brands	Sr. Incident Response Analyst	10.00%	Per Hour
All Brands	Staff Incident Response Analyst	10.00%	Per Hour
All Brands	Sr Digital Forensics Analyst	10.00%	Per Hour
All Brands	Staff Forensics Analyst	10.00%	Per Hour
All Brands	Principal PenTest Analyst	10.00%	Per Hour
All Brands	Sr. PenTest Analyst	10.00%	Per Hour
All Brands	Staff PenTest Analyst	10.00%	Per Hour

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**4. Volume Discounts**

Product Category	Type of Volume / By Qty	DIR Customer <b>ADDITIONAL</b> Discount % off MSRP
All Semperis Products	2,001 - 5,000	3.00%
All Semperis Products	5,001 - 10,000	7.00%
All Semperis Products	10,001 - 15,000	13.00%
All Semperis Products	15,001 - 25,000	18.00%
All Semperis Products	25,001 - 35,000	30.00%
All Semperis Products	35,001 - 50,000	38.00%
All Semperis Products	50,001 - 75,000	43.00%
All Semperis Products	75,001 and >	48.00%