Apollo Information Systems Corp APPENDIX C – PRICING INDEX DIR-CPO-4868 PRODUCTS		
Brand	**Product Category**	**DIR Customer Discount % off MSRP**
A10 Networks	Hardware/Software/SaaS	22.00%
A10 Networks	Services/Training	3.00%
A10 Networks	Support/Maintenance	5.00%
Agari	Hardware/Software/SaaS	10.00%
Agari	Services/Training	3.00%
Agari	Support/Maintenance	5.00%
Aqua Security	Hardware/Software/SaaS	10.00%
Aqua Security	Services/Training	3.00%
Aqua Security	Support/Maintenance	5.00%
Arctic Wolf	Hardware/Software/SaaS	10.00%
Arctic Wolf	Services/Training	3.00%
Arctic Wolf	Support/Maintenance	5.00%
Arista / Awake Security	Hardware/Software/SaaS	34.00%
Arista / Awake Security	Services/Training	3.00%
Arista / Awake Security	Support/Maintenance	5.00%
Armis	Hardware/Software/SaaS	10.00%
Armis	Services/Training	3.00%
Armis	Support/Maintenance	5.00%
AttackIQ	Hardware/Software/SaaS	10.00%
AttackIQ	Services/Training	3.00%
AttackIQ	Support/Maintenance	5.00%
Attivo	Hardware/Software/SaaS	10.00%
Attivo	Services/Training	3.00%
Attivo	Support/Maintenance	5.00%
Avanan	Hardware/Software/SaaS	10.00%
Avanan	Services/Training	3.00%
Avanan	Support/Maintenance	5.00%
Axonius	Hardware/Software/SaaS	10.00%
Axonius	Services/Training	3.00%
Axonius	Support/Maintenance	5.00%
BackBox	Hardware/Software/SaaS	10.00%
BackBox	Services/Training	3.00%
BackBox	Support/Maintenance	5.00%
Balbix	Hardware/Software/SaaS	10.00%
Balbix	Services/Training	3.00%
Balbix	Support/Maintenance	5.00%
Bandura	Hardware/Software/SaaS	5.00%
Bandura	Services/Training	3.00%
Bandura	Support/Maintenance	5.00%
Bitdefender	Hardware/Software/SaaS	10.00%
Bitdefender	Services/Training	3.00%
Bitdefender	Support/Maintenance	5.00%
Bitglass / Forcepoint	Hardware/Software/SaaS	10.00%
Bitglass / Forcepoint	Services/Training	3.00%

Apollo Information Systems Corp APPENDIX C – PRICING INDEX DIR-CPO-4868 PRODUCTS		
Brand	**Product Category**	**DIR Customer Discount % off MSRP**
Bitglass / Forcepoint	Support/Maintenance	5.00%
Blumira	Hardware/Software/SaaS	10.00%
Blumira	Services/Training	3.00%
Blumira	Support/Maintenance	5.00%
Broadcom / Symantec	Hardware/Software/SaaS	10.00%
Broadcom / Symantec	Services/Training	3.00%
Broadcom / Symantec	Support/Maintenance	5.00%
Checkpoint	Hardware/Software/SaaS	35.00%
Checkpoint	Services/Training	3.00%
Checkpoint	Support/Maintenance	5.00%
Cisco / Duo / Cloudlock / Umbrella / SourceFIRE / ISE / Stealthwatch	Hardware/Software/SaaS	16.00%
Cisco / Duo / Cloudlock / Umbrella / SourceFIRE / ISE / Stealthwatch	Services/Training	3.00%
Cisco / Duo / Cloudlock / Umbrella / SourceFIRE / ISE / Stealthwatch	Support/Maintenance	5.00%
Corelight	Hardware/Software/SaaS	10.00%
Corelight	Services/Training	3.00%
Corelight	Support/Maintenance	5.00%
Crowdstrike	Hardware/Software/SaaS	13.00%
Crowdstrike	Services/Training	3.00%
Crowdstrike	Support/Maintenance	5.00%
CyberArk / Idaptive	Hardware/Software/SaaS	10.00%
CyberArk / Idaptive	Services/Training	3.00%
CyberArk / Idaptive	Support/Maintenance	5.00%
Cybermaniacs	Hardware/Software/SaaS	10.00%
Cybermaniacs	Services/Training	3.00%
Cybermaniacs	Support/Maintenance	5.00%
Cymulate	Hardware/Software/SaaS	10.00%
Cymulate	Services/Training	3.00%
Cymulate	Support/Maintenance	5.00%
Cyren	Hardware/Software/SaaS	17.00%
Cyren	Services/Training	3.00%
Cyren	Support/Maintenance	5.00%
DarkOwl	Services/Training	3.00%
DarkOwl	Software Security and Service Subscription	10.00%
DarkOwl	Support/Maintenance	5.00%
Darktrace	Hardware/Software/SaaS	10.00%
Darktrace	Services/Training	3.00%
Darktrace	Support/Maintenance	5.00%
DeepNet Security	Hardware/Software/SaaS	10.00%
DeepNet Security	Services/Training	3.00%
DeepNet Security	Support/Maintenance	5.00%

Apollo Information Systems Corp		
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PRODUCTS		
Brand	**Product Category**	**DIR Customer Discount % off MSRP**
Delinea / Thycotic / Centrify	Hardware/Software/SaaS	10.00%
Delinea / Thycotic / Centrify	Services/Training	3.00%
Delinea / Thycotic / Centrify	Support/Maintenance	5.00%
Entrust / nCipher	Hardware/Software/SaaS	10.00%
Entrust / nCipher	Services/Training	3.00%
Entrust / nCipher	Support/Maintenance	5.00%
Flashpoint	Hardware/Software/SaaS	10.00%
Flashpoint	Services/Training	3.00%
Flashpoint	Support/Maintenance	5.00%
Fortinet / CyberSponse / OPAQ Networks	Hardware/Software/SaaS	10.00%
Fortinet / CyberSponse / OPAQ Networks	Services/Training	3.00%
Fortinet / CyberSponse / OPAQ Networks	Support/Maintenance	5.00%
Ghangor Cloud	Hardware/Software/SaaS	10.00%
Ghangor Cloud	Services/Training	3.00%
Ghangor Cloud	Support/Maintenance	5.00%
HP / Bromium	Hardware/Software/SaaS	10.00%
HP / Bromium	Services/Training	3.00%
HP / Bromium	Support/Maintenance	5.00%
Identite	Hardware/Software/SaaS	10.00%
Identite	Services/Training	3.00%
Identite	Support/Maintenance	5.00%
Illusive Networks	Hardware/Software/SaaS	10.00%
Illusive Networks	Services/Training	3.00%
Illusive Networks	Support/Maintenance	5.00%
IRONSCALES	Hardware/Software/SaaS	10.00%
IRONSCALES	Services/Training	3.00%
IRONSCALES	Support/Maintenance	5.00%
Ivanti / Pulse / PulseSecure / MobileIron	Hardware/Software/SaaS	10.00%
Ivanti / Pulse / PulseSecure / MobileIron	Services/Training	3.00%
Ivanti / Pulse / PulseSecure / MobileIron	Support/Maintenance	5.00%
Juniper	Hardware/Software/SaaS	20.00%
Juniper	Services/Training	3.00%
Juniper	Support/Maintenance	5.00%
Kaseya / InfoCyte	Services/Training	3.00%
Kaseya / InfoCyte	Software Security Subscriptions	22.00%
Kaseya / InfoCyte	Support/Maintenance	5.00%
Kenna Security	Hardware/Software/SaaS	10.00%
Kenna Security	Services/Training	3.00%
Kenna Security	Support/Maintenance	5.00%
Keyfactor	Hardware/Software/SaaS	10.00%
Keyfactor	Services/Training	3.00%
Keyfactor	Support/Maintenance	5.00%
Keysight / IXIA	Hardware/Software/SaaS	10.00%

Apollo Information Systems Corp APPENDIX C – PRICING INDEX DIR-CPO-4868 PRODUCTS		
Brand	**Product Category**	**DIR Customer Discount % off MSRP**
Keysight / IXIA	Services/Training	3.00%
Keysight / IXIA	Support/Maintenance	5.00%
Lacework	Hardware/Software/SaaS	10.00%
Lacework	Services/Training	3.00%
Lacework	Support/Maintenance	5.00%
LogRhythm	Services/Training	3.00%
LogRhythm	Software Security Subscriptions	23.00%
LogRhythm	Support/Maintenance	5.00%
LookingGlass	Hardware/Software/SaaS	10.00%
LookingGlass	Services/Training	3.00%
LookingGlass	Support/Maintenance	5.00%
MediaPRO	Hardware/Software/SaaS	10.00%
MediaPRO	Services/Training	3.00%
MediaPRO	Support/Maintenance	5.00%
Menlo Security	Hardware/Software/SaaS	10.00%
Menlo Security	Services/Training	3.00%
Menlo Security	Support/Maintenance	5.00%
Netskope	Hardware/Software/SaaS	27.00%
Netskope	Services/Training	3.00%
Netskope	Support/Maintenance	5.00%
Onapsis	Hardware/Software/SaaS	10.00%
Onapsis	Services/Training	3.00%
Onapsis	Support/Maintenance	5.00%
OpenText / Encase / Guidance Software	Hardware/Software/SaaS	10.00%
OpenText / Encase / Guidance Software	Services/Training	3.00%
OpenText / Encase / Guidance Software	Support/Maintenance	5.00%
Ordr	Hardware/Software/SaaS	10.00%
Ordr	Services/Training	3.00%
Ordr	Support/Maintenance	5.00%
Palo Alto Networks	Hardware/Software/SaaS	20.00%
Palo Alto Networks	Services/Training	3.00%
Palo Alto Networks	Support/Maintenance	5.00%
Proofpoint	Hardware/Software/SaaS	15.00%
Proofpoint	Services/Training	3.00%
Proofpoint	Support/Maintenance	5.00%
Rapid7	Hardware/Software/SaaS	12.00%
Rapid7	Services/Training	3.00%
Rapid7	Support/Maintenance	5.00%
Recorded Future	Hardware/Software/SaaS	10.00%
Recorded Future	Services/Training	3.00%
Recorded Future	Support/Maintenance	5.00%
Remediant	Hardware/Software/SaaS	10.00%
Remediant	Services/Training	3.00%
Remediant	Support/Maintenance	5.00%

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Brand	**Product Category**	**DIR Customer Discount % off MSRP**
Risk IQ	Hardware/Software/SaaS	10.00%
Risk IQ	Services/Training	3.00%
Risk IQ	Support/Maintenance	5.00%
RSA	Hardware/Software/SaaS	22.00%
RSA	Services/Training	3.00%
RSA	Support/Maintenance	5.00%
Secureonix	Hardware/Software/SaaS	10.00%
Secureonix	Services/Training	3.00%
Secureonix	Support/Maintenance	5.00%
Secureworks / Dell Secureworks	Hardware/Software/SaaS	10.00%
Secureworks / Dell Secureworks	Services/Training	3.00%
Secureworks / Dell Secureworks	Support/Maintenance	5.00%
Securiti.ai	Hardware/Software/SaaS	10.00%
Securiti.ai	Services/Training	3.00%
Securiti.ai	Support/Maintenance	5.00%
SentinelOne	Hardware/Software/SaaS	10.00%
SentinelOne	Services/Training	3.00%
SentinelOne	Support/Maintenance	5.00%
Siemplify	Hardware/Software/SaaS	10.00%
Siemplify	Services/Training	3.00%
Siemplify	Support/Maintenance	5.00%
SixEngines	Hardware/Software/SaaS	10.00%
SixEngines	Services/Training	3.00%
SixEngines	Support/Maintenance	5.00%
Sophos	Maintenance & Renewals	5.00%
Sophos	Security Hardware Products	20.00%
Sophos	Software Security Subscriptions	10.00%
Splunk	Hardware/Software/SaaS	10.00%
Splunk	Services/Training	3.00%
Splunk	Support/Maintenance	5.00%
SpyCloud	Services/Training	3.00%
SpyCloud	Software Security and Service Subscription	15.00%
SpyCloud	Support/Maintenance	5.00%
Teamviewer	Hardware/Software/SaaS	10.00%
Teamviewer	Services/Training	3.00%
Teamviewer	Support/Maintenance	5.00%
Tempered Networks	Hardware/Software/SaaS	10.00%
Tempered Networks	Services/Training	3.00%
Tempered Networks	Support/Maintenance	5.00%
Tenable	Hardware/Software/SaaS	5.00%
Tenable	Services/Training	3.00%
Tenable	Support/Maintenance	5.00%
Thales / SafeNet / Gemalto	Hardware/Software/SaaS	10.00%
Thales / SafeNet / Gemalto	Services/Training	3.00%

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Brand	**Product Category**	**DIR Customer Discount % off MSRP**
Thales / SafeNet / Gemalto	Support/Maintenance	5.00%
Transmit Security	Hardware/Software/SaaS	10.00%
Transmit Security	Services/Training	3.00%
Transmit Security	Support/Maintenance	5.00%
Trellix / FireEye / McAfee	Hardware/Software/SaaS	9.10%
Trellix / FireEye / McAfee	Services/Training	3.00%
Trellix / FireEye / McAfee	Support/Maintenance	5.00%
Trend Micro / TippingPoint	Hardware/Software/SaaS	10.00%
Trend Micro / TippingPoint	Services/Training	3.00%
Trend Micro / TippingPoint	Support/Maintenance	5.00%
TrustMAPP	Hardware/Software/SaaS	10.00%
TrustMAPP	Services/Training	3.00%
TrustMAPP	Support/Maintenance	5.00%
Valimail	Hardware/Software/SaaS	10.00%
Valimail	Services/Training	3.00%
Valimail	Support/Maintenance	5.00%
Vectra	Hardware/Software/SaaS	12.00%
Vectra	Services/Training	3.00%
Vectra	Support/Maintenance	5.00%
VMWare / Carbon Black / AirWatch / Avi Networks	Hardware/Software/SaaS	12.00%
VMWare / Carbon Black / AirWatch / Avi Networks	Services/Training	3.00%
VMWare / Carbon Black / AirWatch / Avi Networks	Support/Maintenance	5.00%
WhiteHat	Hardware/Software/SaaS	10.00%
WhiteHat	Services/Training	3.00%
WhiteHat	Support/Maintenance	5.00%
Yubico	Hardware/Software/SaaS	10.00%
Yubico	Services/Training	3.00%
Yubico	Support/Maintenance	5.00%
Zscaler	Hardware/Software/SaaS	10.00%
Zscaler	Services/Training	3.00%
Zscaler	Support/Maintenance	5.00%

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SERVICES			
SERVICE TYPE	SERVICE DESCRIPTION	DIR Customer Discount % off MSRP	Unit of Measure
Penetration Testing	Penetration Testing Services to test Networks, Systems, Cloud Environments, Applications, Processes, and Facilities, etc.	20.00%	Day Rate or Per Project
Penetration Tester	Penetration tester with specific skillsets available standalone, by the hour	25.00%	Hourly
Incident Response Management	Incident response and crisis management and leadership services.	25.00%	Hourly
Incident Response Analyst	Skilled technical incident response analyst with specialized skills to respond to and recover from a cyber incident. Full IR lifecycle support.	15.00%	Hourly
Incident Preparedness and Training	Services to assist the customer in the development, testing, and/or validation of an incident response plan, processes, procedures, etc. Each engagement is a custom service.	20.00%	As Quoted Based on Project
3 week fixed price incident response team	Up to 1 incident manager, 3 Analysts, and 3 digital forensics analysts (additional weeks available if needed) Any unused time can be rolled into recovery work.	35.00%	Engagement
Post Incident Recovery and Rebuild Team	Up to 1 manager, 1 architect, 2 engineers, 3 analysts to support the recovery, rebuilding, and rearchitecting of an environment after a cyber incident.	20.00%	Week
SERVICES			
Digital Forensics	Digital forensic investigation of any digital asset(s) or system(s).	15.00%	Hourly
Backup Architect	Assess and design enterprise backup solutions	15.00%	Hourly
Backup Engineer	Plan, implement, test, and operate backup solutions	15.00%	Hourly
Disaster Recovery	Disaster Recovery Specialist	15.00%	Hourly
Business Continuity	Business Continuity Planning	15.00%	Hourly
Enterprise Architect	Enterprise architect with a focus on securely designing systems and infrastructure	15.00%	Hourly
Security Architect General	Architect with a focus on securing existing environments and building out new capabilities in those environments securely	15.00%	Hourly

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SERVICES			
SERVICE TYPE	**SERVICE DESCRIPTION**	**DIR Customer Discount % off MSRP**	**Unit of Measure**
Security Architect Cloud	Architect with a focus on cloud and edge security.	10.00%	Hourly
Security Engineering	Installation, Implementation, Integration, Configuration and Maintenance of security systems	15.00%	Hourly
Security Analyst	Skilled user of security systems and tools	15.00%	Hourly
IAM Architect	Identity and Access Management System Architecture and Design	15.00%	Hourly
IAM Engineer	Identity and Access Management System Engineering, Implementation, and Operation	15.00%	Hourly
Business Information Security Analyst	Business Analyst specializing in mapping security needs to business processes.	15.00%	Hourly
Cybersecurity Project Manager	Project manager experienced in managing cybersecurity projects and initiatives	10.00%	Hourly
Cybersecurity Engagement Lead	Used to manage efforts and coordinate and lead multiple crossfuntional teams.	25.00%	Hourly
Vulnerability Management, Client's Tools	Vulnerability management using organization's tools and or open source tools.	15.00%	Hourly
Vulnerability Management, Apollo's tools	Vulnerability management using Apollo's tools and licensing. Automation and integration requires a multi-month engagement.	15.00%	Hourly
Vulnerability Scanning	Vulnerability Scanning using industry standard tools.	30.00%	IP address per Month (minimum 50)
Web App Vulnerability Scanning (Ad-Hoc)	Web Application vulnerability scanning of one application on an adhoc basis	20.00%	Month
SERVICES			
Web App Vulnerability Scanning (Reoccuring)	Web Application vulnerability scanning of one application on a regular basis	30.00%	Year
Fractional CISO, Small	Service to provide smaller organizations access to a CISO to support their security program on a part time basis, equivalent to .1 FTE worth of effort	30.00%	Year
Fractional CISO, Medium	Service to provide organizations that cannot justify a full time CISO access to a CISO to support their security program on a part time basis, equivalent to .25 FTE worth of effort	30.00%	Year

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SERVICES			
SERVICE TYPE	**SERVICE DESCRIPTION**	**DIR Customer Discount % off MSRP**	**Unit of Measure**
CISO Technical Advisor	Experienced CISO available to assist and advise on all technical security program areas.	20.00%	Hour
CISO on Demand	Experienced CISO available to assist and advise on all security program areas, available on demand.	30.00%	Day
CISO Interim	Experienced CISO available to assist and advise on all security program areas for a fixed timeframe.	25.00%	Week
CISO	Experienced CISO available to assist and advise on all security program areas at a full time basis.	35.00%	Year
SOC as a Service 5*10	Offsite remote SOC business hours	20.00%	Month
SOC as a Service 24*7	Offsite remote SOC 24 hours	20.00%	Month
Managed EDR	Outsourced EDR with Apollo's Tools	10.00%	Endpoint per Month (minimum 50)
Managed EDR Customer	Outsourced EDR Using Customer Tools	10.00%	Endpoint per Month (minimum 50)
Managed NDR 500	Outsourced NDR with Apollo's Tools	15.00%	>500 devices per Month
Managed NDR Customer 500	Outsourced NDR Using Customer Tools	15.00%	>500 devices per Month
Managed NDR 1000	Outsourced NDR with Apollo's Tools	15.00%	500-1000 devices Per Month
Managed NDR Customer 1000	Outsourced NDR Using Customer Tools	15.00%	500-1000 devices Per Month
Managed NDR 5000	Outsourced NDR with Apollo's Tools	15.00%	1001-5000 devices Per Month
SERVICES			
Managed NDR Customer 5000	Outsourced NDR Using Customer Tools	15.00%	1001-5000 devices Per Month
Managed NDR 5000+	Outsourced NDR with Apollo's Tools	15.00%	5001+ devices per Month
Managed NDR Customer 5000+	Outsourced NDR Using Customer Tools	15.00%	5001+ devices per Month

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SERVICES			
SERVICE TYPE	SERVICE DESCRIPTION	DIR Customer Discount % off MSRP	Unit of Measure
Managed SIEM	SIEM service provided to customer and analyst support available at a reduced cost.	20.00%	Monitored Asset per Month
Log Retention	Custom log retention to meet any retention schedule requirements	5.00%	Per GB per Month
Managed IDS/IPS Up to 1Gbps	Implement, manage and tune IDS/IPS. Apollo owned tooling available at additional cost.	20.00%	Device per Month
Managed IDS/IPS Up to 10Gbps	Implement, manage, and tune IDS/IPS. Apollo owned tooling available at additional cost.	20.00%	Device per Month
Managed WAF	Managed WAF: monitor, maintain, and route alerts	20.00%	Device per Month
Managed Firewall	Managed Firewall: monitor, maintain, and route alerts	20.00%	Device per Month
Setup charge	For any Apollo Managed service, including managed Firewall, IDS, IPS, and Managed WAF, Log Retention, SIEM, etc.	15.00%	Device per Month
Evaluations and Assessments	Evaluate and assess an organization against the framework of their choice	15.00%	Hourly
Gap and Control Analysis	Technical evaluation and remediation roadmap generation	15.00%	Hourly
Audit Support	Expert support to help work with auditors to minimize findings and maximize benefit	10.00%	Hourly
Texas Cybersecurity Framework Assessment	Texas Cybersecurity Framework (TCF) maturity assessment	10.00%	Per Assessment
Texas Cybersecurity Framework Assessment for Small organizations	Texas Cybersecurity Framework (TCF) maturity assessment for small organizations (fewer than 100 employees)	10.00%	Per Assessment
Data Classification and Categorization and protection	Identify, classify, and protect data in conjuction with organization needs	15.00%	Hourly
Security Documentation	Document Policy and Procedures for security program	15.00%	Hourly
Managed Services for any product or function Apollo offers	Apollo offers full support for every function of a security program and will provide outsourced management or monitoring of every security function or product. Apollo will provide any security related service.	5.00%	As Quoted

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SERVICES			
SERVICE TYPE	**SERVICE DESCRIPTION**	**DIR Customer Discount % off MSRP**	**Unit of Measure**
SERVICES			
No Cost Speaking Engagements	Apollo does not charge to provide speakers for educational and/or professional organization events. Pending availability, Apollo provides expert speakers, presenters and panelists to support any public speaking forum that advances security and or the community at large in anyway.	0.00%	Per event or engagement
No Cost CPEs	Apollo periodically provides CPE eligible webinars and educational seminars at no cost. These are open to anyone, and usually presented online.	0.00%	Per event
No Cost Briefings	Apollo offers free briefings on emerging threats, industry trends, new technologies, etc. These are typically 1 hours or less and are provided at no cost to any organization that requests them.	0.00%	Per Briefing
No Cost Incident Response Retainer	This is a no cost retainer to handle the paperwork and select incident response options in advance of an actual incident to allow for a truly rapid response in the event of an incident.	0.00%	Per Retainer
No Cost Comparative Analysis	Pending available resources, Apollo provides free comparative analysis of the technologies that might meet the needs of a given organization and provides a series of options and recommendations to the requestor that can be used to select and define the technical direction to solve a given problem.	0.00%	Per Analysis Per Problem
No Cost 1 hour consults	Apollo provides no cost consultative discovery sessions to assist organizations in understanding their current state and identify future needs. Apollo offers these services to any organization of any type free of charge.	0.00%	Hourly
Assessments	Expert Led Review of overall Client Security Posture	25.00%	As Quoted Based on Project
Security Advisory	Security Advisory / CISO Support	20.00%	As Quoted Based on Project

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SERVICES			
SERVICE TYPE	**SERVICE DESCRIPTION**	**DIR Customer Discount % off MSRP**	**Unit of Measure**
Darknet Intelligence	Darknet Assessments & Monitoring Subscriptions	20.00%	As Quoted Based on Project
Incident Response	Incident Response, Recovery & Digital Forensics	20.00%	N/A
SERVICES			
Principal SecOps Engineer	General Services for Principal Security Engineer	25.00%	Hour
Sr. SecOps Engineer	General Services for Senior Security Engineer	25.00%	Hour
Staff SecOps Engineer	General Services for Staff Security Engineer	25.00%	Hour
Principal SOC Analyst	General Services for Principal Security Analyst	25.00%	Hour
Sr. SOC Analyst	General Services for Senior Security Analyst	25.00%	Hour
Staff SOC Analyst	General Services for Staff Security Analyst	25.00%	Hour
Sr. Security Program Manager	General Services for Senior Security Program Manager	25.00%	Hour
Staff Security Program Manager	General Services for Staff Security Program Manager	25.00%	Hour
Security Technical Writer	Security Technical Writer	25.00%	Hour
Principal Security Advisor	General Servics for Principal Security Advisor	25.00%	Hour
Sr. Security Advisor	General Servics for Senior Security Advisor	25.00%	Hour
Staff Security Advisor	General Servics for Staff Security Advisor	25.00%	Hour
Principal Intelligence Analyst	General Servics for Principal Darknet Intelligence Analyst	40.00%	Hour
Sr. Intelligence Analyst	General Servics for Senior Darknet Intelligence Analyst	30.00%	Hour
Staff Intelligence Analyst	General Servics for Staff Darknet Intelligence Analyst	25.00%	Hour
Sr. Incident Response Analyst	General Servics for Senior Incident Response Analyst	40.00%	Hour
Staff Incident Response Analyst	General Servics for Staff Incident Response Analyst	30.00%	Hour
Sr Digital Forensics Analyst	General Servics for Senior Digital Forensics Analyst	40.00%	Hour
Staff Forensics Analyst	General Servics for Staff Digital Forensics Analyst	30.00%	Hour
Principal PenTest Analyst	General Servics for Principal Penetration Tester	40.00%	Hour
Sr. PenTest Analyst	General Servics for Senior Penetration Tester	30.00%	Hour

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SERVICES			
SERVICE TYPE	**SERVICE DESCRIPTION**	**DIR Customer Discount % off MSRP**	**Unit of Measure**
Staff PenTest Analyst	General Servics for Staff Penetration Tester	25.00%	Hour
Administrative	Administrative Time	30.00%	Hour
Security Product Installation Cost - Onsite	Per Day Cost for Installation of Security Products at the customer site	25.00%	Per Day
Security Product Installation Cost - Offsite	Per Day Cost for Installation of Security Products - Remote	25.00%	Per Day
Volume Discounts			
BRAND NAME	**CUMULATIVE**	**FREQUENCY**	**ADDITIONAL DISCOUNT**
Cisco	$3,000,000 +	Annually	add 2.00%
Apollo Information Systems - Discrete Professional Services Lines	$500,000 +	Annually	add 3.00%
BRAND NAME	**PER TRANSACTION**	**FREQUENCY**	**ADDITIONAL DISCOUNT**
All proposed brands - Hardware/Software/SaaS	$100,000-$249,999	Per Transaction	add 1.00%
All proposed brands - Hardware/Software/SaaS	$250,000-$499,999	Per Transaction	add 2.00%
All proposed brands - Hardware/Software/SaaS	$500,000-$999,999	Per Transaction	add 3.00%
All proposed brands - Hardware/Software/SaaS	$1,000,000+	Per Transaction	add 5.00%
All proposed brands - Hardware/Software/SaaS	$4,500,000+	Per Transaction	add 7.00%
Additional Discount Based On Aggregate Sales			
Contract Sales Threshold	**Service Category Description**	**Additional Discount**	**Total Discount**
$1,100.00	Vulnerability Scanning - Per Month Per Customer	5.00%	35.00%
$2,200.00	Vulnerability Scanning - Per Month Per Customer	10.00%	40.00%
$10,000.00	Vulnerability Scanning - Per Month Per Customer	15.00%	45.00%
$22,000.00	Managed EDR - Per Month Per Customer	5.00%	15.00%
$40,000.00	Managed EDR - Per Month Per Customer	10.00%	20.00%
$200,000.00	Managed EDR - Per Month Per Customer	15.00%	25.00%
$28,000.00	Managed EDR - Per Month Per Customer	5.00%	15.00%
$55,000.00	Managed EDR - Per Month Per Customer	10.00%	20.00%
$250,000.00	Managed EDR - Per Month Per Customer	15.00%	25.00%

Apollo Information Systems Corp APPENDIX C – PRICING INDEX DIR-CPO-4868			
SERVICES			
SERVICE TYPE	SERVICE DESCRIPTION	DIR Customer Discount % off MSRP	Unit of Measure
$40,000.00	Managed SIEM - Per Month Per Customer	5.00%	25.00%
$80,000.00	Managed SIEM - Per Month Per Customer	10.00%	30.00%
$340,000.00	Managed SIEM - Per Month Per Customer	15.00%	35.00%
$500,000.00	Managed SIEM - Per Month Per Customer	20.00%	40.00%