

## Information Technology Security (ITS) Hardware, Software and Services

## DIR-TSO-4134 APPENDIX C PRICING INDEX

Category	Manufacturer / Brand	Product Description	DIR Customer Discount % off MSRP
Managed Services Provider(MSP) REMOTE MONITORING & MANAGEMENT (RMM) *	SOLARWINDS	All Available Products and Services	11.45%

\* **PRICING NOTES**, Solarwinds® MSP Remote Monitoring & Management ("MSP RMM") Per Node Price includes: Asset Tracking. Automated Monitoring (All 24/7 Checks and Daily Safety Checks and Tasks). Tasks and Scripting. Take Control (MSP Anywhere). Patch Management. Remote Background Management. Daily and Weekly Workstation Reports as well as Executive Summary Report. Automated Client Server Reports – Daily, Weekly, Monthly. Client Access to Portal.

SolarWinds MSP will charge additional fees if customer exceeds agreement.

Activation charges will apply where a server agent is deployed on any device where there are billable services.

Branding. Branding is a monthly charge. Additional alterations to a branded dashboard, report, and agent may be provided once per year at no additional charge. SolarWinds MSP reserves the right to impose additional fees upon customer if additional branding services are requested.

Backup & Recovery. SolarWinds MSP applies a fair use policy for the price per device model. Each device adds its data to a single pool (each server adds 500GB to the data pool and each workstation adds 100GB to the data pool). This policy means that in the event of data overage SolarWinds MSP will contact you to determine a new arrangement for the increased data needs. We reserve the right in cases of excessive overage to temporarily disable access to the backup software however we will always contact you before taking these measures.

Risk Intelligence. Risk Intelligence is billed monthly with unlimited scans allowed per device.

Service Desk. Service Desk is billed per staff agent logon exclusive from discounting. Billing period is defined as a calendar month.

All pricing is EXCLUSIVE of applicable tax

**FEES AND ACTIVATION CHARGES MUST BE AGREED BY BOTH PARTIES AND BE SPECIFIED IN THE CUSTOMERS PURCHASE ORDER UPFRONT.**

## RELATED SERVICES

(This rate applies to the most experienced resource in that category if a team is involved.)

Service Category	Description	Hourly Rate	DIR Customer Discount % off MSRP	DIR Customer Price
Installation and configuration	<i>Product installation and configuration (hourly)</i>	\$125.00	12.00%	\$110.83
24 x 7 support	<i>Dedicated Admin Support</i>	\$100.00	12.00%	\$88.66
Integration Services	<i>Integration with other Enterprise Systems</i>	\$150.00	12.00%	\$132.99
Maintenance	<i>Product Maintenance (Updates, upgrades, patches etc..)</i>	\$125.00	12.00%	\$110.83

## Products and Related Services Additional Discount Based On Aggregate Sales

Contract Sales Threshold	Product or Category Description	Original Discount	Additional Discount	Total Discount
>\$250,000 AND < \$500,000	Installation and configuration	12%	3%	15%
>\$500,000 AND <= \$1,000,000		12%	5%	17%
>\$1,000,000		12%	8%	20%
>\$250,000 AND < \$500,000	24 x 7 support	12%	3%	15%
>\$500,000 AND <= \$1,000,000		12%	5%	17%
>\$1,000,000		12%	8%	20%
>\$250,000 AND < \$500,000	Integration Services	12%	3%	15%
>\$500,000 AND <= \$1,000,000		12%	5%	17%
>\$1,000,000		12%	8%	20%
>\$250,000 AND < \$500,000	Maintenance	12%	3%	15%
>\$500,000 AND <= \$1,000,000		12%	5%	17%
>\$1,000,000		12%	8%	20%

IT Security SERVICES				
Service Category	Description	Hourly Rate	DIR Customer Discount % off MSRP	DIR Customer Price
Security Services Project Management	Manage the Security related projects	\$173.73	12.00%	\$154.03
Penetration testing	Perform Penetration testing as per the customer requirements	\$173.73	12.00%	\$154.03
Incident response	Incident Management Services	\$173.73	12.00%	\$154.03
Security accesments/reviews	Security accesments/reviews	\$148.91	12.00%	\$132.02
Vulnerability & Compromise Assessments	Vulnerability & Compromise Assessments	\$148.91	12.00%	\$132.02
Red team Exercises	Red team Exercises(Ethical hacker)	\$173.73	12.00%	\$154.03
Security Policy and Documentation Creation & Review	Security Policy and Documentation Creation & Review	\$173.73	12.00%	\$154.03
IT Security Services Additional Discount Based On Aggregate Sales				
Contract Sales Threshold	Product or Category Description	Original Discount	Additional Discount	Total Discount
>\$250,000 AND < \$500,000	Security Services Project Management Penetration testing Incident response Security accesments/reviews Vulnerability & Compromise Assessments Red team Exercises Security Policy and Documentation Creation & Review	12.00%	3.00%	15.00%
>\$500,000 AND < \$1,00000	Security Services Project Management Penetration testing Incident response Security accesments/reviews Vulnerability & Compromise Assessments Red team Exercises Security Policy and Documentation Creation & Review	12.00%	5.00%	17.00%
>\$1,000,000	IT PROJECT MANAGEMENT SERVICES,MIRCOSOF, OPEN SOURCE AND MOBILE COMPUTING	12.00%	8.00%	20.00%
Managed Security Services				
Service Category	Description	Hourly Rate	DIR Customer Discount % off MSRP	DIR Customer Price
IT PROJECT MANAGEMENT SERVICES Manage overall implementation of the Security Projects	PMO DIRECTOR	\$225.63	12.00%	\$200.04
	Sr. Program Manager	\$203.06	12.00%	\$180.03
	Program Manager	\$180.50	12.00%	\$160.03
	Sr. Project Manager	\$157.94	12.00%	\$140.03
	Mid Level Project Manager	\$135.38	12.00%	\$120.03
	Project Manager/Scrum Master	\$112.81	12.00%	\$100.02
	Sr. Business Analyst	\$112.81	12.00%	\$100.02
	Business Analyst	\$90.25	12.00%	\$80.02
IT SECURITY SERVICES	Security Project Manager	\$173.73	12.00%	\$154.03
	Chief Information Security Officer / SME	\$198.55	12.00%	\$176.03
	Computer Security Systems Specialist	\$148.91	12.00%	\$132.02
	Cyber-Security Analyst/Engineer	\$173.73	12.00%	\$154.03
	Security Engineer – Penetration Testing	\$173.73	12.00%	\$154.03

IT SECURITY SERVICES	<i>Configuration Management Specialist</i>	\$124.09	12.00%	\$110.02
	<i>Data Security Specialist</i>	\$148.91	12.00%	\$132.02
	<i>Disaster Recovery Specialist</i>	\$173.73	12.00%	\$154.03
	<i>Document Support Specialist</i>	\$90.25	12.00%	\$80.02
MICROSOFT RELATED SOFTWARE DEVELOPMENT AND SUPPORT SERVICES SharePoint , Sitecore or Web Content Management tools	<i>Architect/very experienced SharePoint resource</i>	\$157.94	12.00%	\$140.03
	<i>Sr. Developer</i>	\$135.38	12.00%	\$120.03
	<i>Admin</i>	\$90.25	12.00%	\$80.02
	<i>Designer</i>	\$90.25	12.00%	\$80.02
<i>Web Application (.net, visual studio, C# - MS technologies)</i>	<i>Jr. Developer</i>	\$90.25	12.00%	\$80.02
	<i>Developer</i>	\$112.81	12.00%	\$100.02
	<i>Sr. Developer</i>	\$135.38	12.00%	\$120.03
OPEN SOURCE TECHNOLOGIES (Java, J2EE etc.)	<i>Jr. Developer</i>	\$90.25	12.00%	\$80.02
	<i>Developer</i>	\$112.81	12.00%	\$100.02
	<i>Sr. Developer</i>	\$135.38	12.00%	\$120.03
MOBILE COMPUTING IOS or Andorid application developemnt and support	<i>Jr. Developer</i>	\$112.81	12.00%	\$100.02
	<i>Developer</i>	\$135.38	12.00%	\$120.03
	<i>Sr. Developer</i>	\$157.94	12.00%	\$140.03
ERP IMPLEMENTATIONSSAP NetSuite or Oracle	<i>DBA</i>	\$112.81	12.00%	\$100.02
	<i>Sr. Developer</i>	\$157.94	12.00%	\$140.03
QUALITY ASSUARANCE Quality Assurance / Automated testing/Manual Testing	<i>Quality Analyst</i>	\$99.27	12.00%	\$88.01
	<i>Sr. Quality Analyst</i>	\$99.27	12.00%	\$88.01
Remote Server Administration Server Monitoring/Networking	<i>Admin</i>	\$90.25	12.00%	\$80.02
	<i>Sr. Admin</i>	\$112.81	12.00%	\$100.02
SEO / SEM / Digital Marketing / Content Writing	<i>SEO Analyst</i>	\$99.28	12.00%	\$88.02
	<i>Sr. SEO Specialist</i>	\$90.25	12.00%	\$80.02

**Managed Security Services Additional Discount Based On Aggregate Sales**

<b>Contract Sales Threshold</b>	<b>Product or Category Description</b>	<b>Original Discount</b>	<b>Additional Discount</b>	<b>Total Discount</b>
>\$250,000 AND < \$500,000	IT PROJECT MANAGEMENT SERVICES,IT SECURITY SERVICES,MIRCOSFT, OPEN SOURCE AND MOBILE COMPUTING	12.00%	3.00%	15.00%
>\$500,000 AND < \$1,00000		12.00%	5.00%	17.00%
>\$1,000,000		12.00%	8.00%	20.00%