



SKU Name	Description of SKU	Volume Units	Currency	Monthly Recurring Customer List Price	Package Price	Hourly Purchase Cost	DIR Discount
1057	Endpoint Agents	Per Agent per month	USD	\$ 9.50			3.00%
1080	Endpoint Agents Promotional	Per Agent per month	USD	\$ 9.50			3.00%
INTL0001	Internet Insights Package Licenses	Per License per Year	USD	\$ 2,083.33			3.00%
INTG0001	Internet Insights Global Bundle	Per Package per Month	USD	\$ 22,500.00			3.00%
INTL0002	Internet Insights Package Licenses Promotional	Per Package per Month	USD	\$ 2,083.33			3.00%
1090	Units	Per Unit per Month	USD	\$ 0.00			3.00%
1094	Units Promotional	Per Unit per Month	USD	\$ 0.00			3.00%
UNTK01	1K Unit Block	Per Units Block per month	USD	\$ 0.58			3.00%
UNTK02	1K Unit Block Promotional	Per Units Block per month	USD	\$ 0.58			3.00%
1039	Professional Services	Per Hour	USD			\$ 275.00	3.00%
1100	Health Check (<100 tests)	Package (1Yr Expiration)	USD		\$ 2,500.00		3.00%
1101	Health Check (101-250 tests)	Package (1Yr Expiration)	USD		\$ 3,500.00		3.00%
1102	Health Check (251-500 tests)	Package (1Yr Expiration)	USD		\$ 5,000.00		3.00%
1103	Health Check (501-1000 tests)	Package (1Yr Expiration)	USD		\$ 7,500.00		3.00%
1110	Alerting System Integration	Package (1Yr Expiration)	USD		\$ 6,000.00		3.00%
PSFF0001	Customer Onboarding Remote - Small Account	Package (1Yr Expiration)	USD		\$ 4,000.00		3.00%
PSFF0002	Customer Onboarding Remote - Medium Account	Package (1Yr Expiration)	USD		\$ 16,000.00		3.00%
PSFF0003	Customer Onboarding Remote - Large Account	Package (1Yr Expiration)	USD		\$ 32,000.00		3.00%
PSFF0004	Customer Onboarding Remote - Extra Large Account	Package (1Yr Expiration)	USD		\$ 64,000.00		3.00%
SSTM0001	TAM 1 - Shared Remote TAM (approx. 1/8th TAM)	Package (1Yr Expiration)	USD		\$ 35,000.00		3.00%
SSTM0002	TAM 2 - Shared Remote TAM (approx. 1/4th TAM)	Package (1Yr Expiration)	USD		\$ 70,000.00		3.00%
SSTM0003	TAM 3 - Shared Remote TAM (approx. 1/2th TAM)	Package (1Yr Expiration)	USD		\$ 140,000.00		3.00%
SSTM0004	TAM 1 - Full Time Remote TAM	Package (1Yr Expiration)	USD		\$ 280,000.00		3.00%
SSTM0005	TAM 1 - Full Time Resident TAM	Package (1Yr Expiration)	USD		\$ 320,000.00		3.00%
1071	Renewal Optimization Package	Package (1Yr Expiration)	USD		\$ 3,000.00		3.00%