



| Product Group | SKU | Description | MSRP | DIR Discount |
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| CORE | IL-CORE-S-SEG-UPG5 | Illumio Core Visibility and Segmentation Upgrade 5 Port: SaaS Policy Compute Engine One license per Windows or Linux operating system instance Includes Visibility, Segmentation and SecureConnect | \$225.00 | 20.00% |
| CORE | IL-CORE-SEG-UPG5 | Illumio Core Visibility and Segmentation Upgrade 5 Port: One license per Windows or Linux operating system instance Includes Visibility, Segmentation and SecureConnect | \$225.00 | 20.00% |
| CORE | IL-CORE-S-SEG-UNIX-UPG5 | Illumio Core Visibility and Segmentation Upgrade 5 Port: SaaS Policy Compute Engine One license per AIX or Solaris OS instance Includes SLES/RHEL/Centos on IBM Power Series Includes Visibility, Segmentation and SecureConnect | \$405.00 | 20.00% |
| CORE | IL-CORE-SEG-UNIX-UPG5 | Illumio Core Visibility and Segmentation Upgrade 5 Port: One license per AIX or Solaris OS instance Includes SLES/RHEL/Centos on IBM Power Series Includes Visibility, Segmentation and SecureConnect | \$405.00 | 20.00% |
| CORE | IL-CORE-S-SEG-UPG25 | Illumio Core Visibility and Segmentation Upgrade 25 Ports: SaaS Policy Compute Engine One license per Windows or Linux operating system instance Includes Visibility, Segmentation and SecureConnect | \$180.00 | 20.00% |
| CORE | IL-CORE-SEG-UPG25 | Illumio Core Visibility and Segmentation Upgrade 25 Ports: One license per Windows or Linux operating system instance Includes Visibility, Segmentation and SecureConnect | \$180.00 | 20.00% |
| CORE | IL-CORE-S-SEG-UNIX-UPG25 | Illumio Core Visibility and Segmentation Upgrade 25 Ports: SaaS Policy Compute Engine One license per AIX or Solaris OS instance Includes SLES/RHEL/Centos on IBM Power Series Includes Visibility, Segmentation and SecureConnect | \$324.00 | 20.00% |
| CORE | IL-CORE-SEG-UNIX-UPG25 | Illumio Core Visibility and Segmentation Upgrade 25 Ports: One license per AIX or Solaris OS instance Includes SLES/RHEL/Centos on IBM Power Series Includes Visibility, Segmentation and SecureConnect | \$324.00 | 20.00% |
| CLOUDSECUR | IL-CLOUDSECURE-UPG | Illumio CloudSecure Upgrade from Visibility to Enforcement: SaaS Policy Compute Engine One license per Cloud object Cloud Visibility and Enforcement | \$225.00 | 20.00% |
| CORE | IL-CORE-S-CNTR-UPG | Illumio Core Visibility and Segmentation Upgrade: SaaS Policy Compute Engine One license per VEN with container host (Max 30 Pods/Host) | \$450.00 | 20.00% |
| CORE | IL-CORE-CNTR-UPG | Illumio Core Visibility and Segmentation Upgrade: One license per VEN with container host (Max 30 Pods/Host) | \$450.00 | 20.00% |
| ENDPOINT | IL-ENDPT-S-SEG-UPG5 | Illumio Endpoint Visibility and Incident Response Upgrade 5 Port: SaaS Policy Compute Engine One license per Windows 7 or Windows 10 or Mac endpoint Risk-Based Visibility and Segmentation | \$41.25 | 20.00% |
| ENDPOINT | IL-ENDPT-S-SEG-UPG25 | Illumio Endpoint Visibility and Incident Response Upgrade 25 Port: SaaS Policy Compute Engine One license per Windows 7 or Windows 10 or Mac endpoint Risk-Based Visibility and Segmentation | \$33.00 | 20.00% |
| ENDPOINT | IL-ENDPT-SEG-UPG5 | Illumio Endpoint Visibility and Incident Response Upgrade 5 Port: One license per Windows 7 or Windows 10 endpoint Risk-Based Visibility and Segmentation | \$41.25 | 20.00% |

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| ENDPOINT | IL-ENDPT-SEG-UPG25 | Illumio Endpoint Visibilty and Incident Response Upgrade 25 Port: One license per Windows 7 or Windows 10 endpoint Risk-Based Visibility and Segmentation | \$33.00 | 20.00% |
| CORE | IL-VMAPS-UPG | Illumio Vulnerability Maps: View application dependency map with vulnerability data from Qualys and Tenable | 25% of Net Subscription | 20.00% |
| CORE | IL-VMAPS-S-UPG | Illumio Vulnerability Maps: View application dependency map with vulnerability data from Qualys and Tenable SaaS Policy Compute Engine | 25% of Net Subscription | 20.00% |
| CORE | IL-CORE-S-DATAPLUS | Capacity Increase for data storage, processing and analysis for Illumio Core SaaS - 50GB increments - Adds additional capacity to existing per VEN allowance | \$12,000.00 | 20.00% |
| Services | IL-PS-RES-TAM6 | Technical Account Manager Onsite & Remote Engagement - 6 Months Provide coaching and best practice guidance of on-going Illumio Core deployment. (excluding T&E) | \$150,000.00 | 2.00% |
| Services | IL-PS-RES-TAM12 | Technical Account Manager Onsite & Remote Engagement - 12 Months Provide coaching and best practice guidance of on-going Illumio Core deployment. (excluding T&E) | \$220,000.00 | 2.00% |
| Services | IL-PS-RES-PM | Project Manager - Monthly charge (excluding T&E) - Provide coordination with client PM on deployment planning and execution. Work with client and Illumio resources to facilitate on-schedule Illumio Core deployment. | \$25,000.00 | 2.00% |
| Services | IL-PS-RES-RE6 | Resident Engineer - 6 month engagement (excluding T&E) - Provide supplemental resource to client's IT organization, for work on Illumio's Zero Trust Segmentation Platform. | \$150,000.00 | 2.00% |
| Services | IL-PS-RES-RE12 | Resident Engineer - 12 month engagement (excluding T&E) - Provide supplemental resource to client's IT organization, for work on Illumio's Zero Trust Segmentation Platform. | \$275,000.00 | 2.00% |
| Services | IL-PS-01M | PS Engagement - 1 Month (excludes T&E) Full-time consultant for design, deployment, configuration and ongoing management Must purchase 1 month increments | \$60,000.00 | 2.00% |
| Services | IL-PS-03M | PS Engagement - 3 Months (excludes T&E) Full-time consultant for design, deployment, configuration and ongoing management Must purchase 3 month increments | \$125,000.00 | 2.00% |
| Services | IL-PS-06M | PS Engagement - 6 Months (excludes T&E) Full-time consultant for design, deployment, configuration and ongoing management Must purchase 6 month increments | \$200,000.00 | 2.00% |
| Services | IL-PS-12M | PS Engagement - 1 Year (excludes T&E) Full-time consultant for design, deployment, configuration and ongoing management Must purchase 12 month increments | \$350,000.00 | 2.00% |
| Services | IL-PS-DAY | Professional Services - per Day charge (excluding T&E) - For any set of tasks that as outlined in the IL-PS-DAY data sheet and agreed upon with the customer. - Tasks can include Consultancy, PCE deployment and integrations, VEN deployment and strategy, and Labeling and policy design. | \$2,800.00 | 2.00% |
| Services | IL-PS-HR | Professional Services - per Hour charge (excluding T&E) - For any set of tasks as outlined in the IL-PS-HR data sheet and agreed upon with the customer. - Tasks can include Consultancy, PCE deployment and integrations, VEN deployment and strategy, and Labeling and policy design. | \$425.00 | 2.00% |
| Services | IL-PS-PRECISELY-5LPAR | i-Series implementation service from Precisely Implementation of up to 5 LPARs | \$7,875.00 | 2.00% |

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| Services | IL-PS-PRECISELY-10LPAR | i-Series implementation service from Precisely Implementation of up to 10 LPARs | \$14,438.00 | 2.00% |
| Services | IL-PS-PRECISELY-ADDON | i-Series implementation service from Precisely Additional add-on LPAR Combined with IL-PS-PRECISELY-5LPAR or IL-PS-PRECISELY-10LPAR | \$1,313.00 | 2.00% |
| Services | IL-IMS-H-S | Illumio Core SaaS - Managed Storage - Small -Annual charge for rolling 12 months worth of log data retention -25MB per VEN per day of flow traffic data -Data from up to 2500 VENs | \$6,000.00 | 15.00% |
| Services | IL-IMS-H-M | Illumio Core SaaS - Managed Storage - Medium -Annual charge for rolling 12 months worth of log data retention -25MB per VEN per day of flow traffic data -Data from up to 5000 VENs | \$9,000.00 | 15.00% |
| Services | IL-IMS-H-L | Illumio Core SaaS - Managed Storage - Large -Annual charge for rolling 12 months worth of log data retention -25MB per VEN per day of flow traffic data -Data from up to 25000 VENs | \$25,000.00 | 15.00% |
| Services | IL-HC-TI-S | Illumio Hosted Cloud Test Instance -Small -Annual Charge for 12 months of Hosted Cloud Test Instance -Allows pairing and testing up to 10 VENs on this instance | \$3,500.00 | 2.00% |
| Services | IL-PS-TRN-CU | Custom training; per day (excluding T&E); topics are documented with a class agenda; onsite or remote; up to 12 students. | \$5,000.00 | 2.00% |
| Services | IL-PS-TRN-3D | Deployment and Configuration Boot Camp; 3 days (excluding T&E); customer can choose either standard administration, policy management or SaaS focus; onsite or remote; up to 12 students. | \$15,000.00 | 2.00% |
| Services | IL-PS-TRN-5D | Deployment and Configuration Boot Camp; 5 days (excluding T&E); topics include advanced administration, advanced policy management and Illumio APIs; onsite or remote; up to 12 students. | \$25,000.00 | 2.00% |
| Services | IL-PS-TRN-S | Additional student attendee; per student pricing to attend any course that exceeds 12 student limit; must be purchased with a boot camp or custom training class; up to 18 students maximum; NOTE: Price is per student. | \$2,000.00 | 2.00% |
| Services | IL-PS-TRN-SUB | Training Annual Subscription: Illumio Core - per student, non-transferrable - Unlimited instructor-led online public classes and self-paced training videos. 2 exams and 1 retake. | \$3,500.00 | 2.00% |