

SW1041 Software-Supplemental

Exhibit 1

Software Publishers		
Description	Maximum Cost + % Markup	% off List Price*
Abnormal Security		8%
Anomali		8%
Armis		5%
BeyondTrust		8%
Cisco		5%
CloudFlare		5%
Cribl		5%
Critical Start		10%
CrowdStrike		8%
Cyberark		5%
Blackberry Cylance		5%
Delinea		8%
Fortra		8%
Duo Security (aquired by Cisco)		8%
Exabeam		5%
ExtraHop		5%
Trellix		5%
Gigamon		5%
Island.io		10%
KnowBe4		5%
Mimecast		8%
Netskope		5%
Netwrix		5%
Noetic		5%
Obsidian		5%
Okta		5%
Onapsis		5%
Palo Alto Networks		8%
Picnic Score		5%
Proofpoint		10%
Rapid7		8%
Recorded Future		10%
ReliaQuest		10%
Revelstoke		10%
SailPoint		5%
Saviynt		5%
Semperis		5%
SentinelOne		10%
Fastly		8%
Spirion		5%
Splunk		8%

Tenable		10%
Thycotic		5%
Tines		5%
TokenEx		5%
Varonis		8%
VMware		5%
WIZ		5%
ZeroFOX		5%
Zscaler		5%
		*This is the minimum discount that would be offered from list price.

Other Value Add Products and Services		
Description	Maximum Cost + % Markup	% off List Price
Kinney Group Services		2%
IDM Works Services		2%

Professional Services - Hourly Not-to-Exceed Rates		
Description	List Price	Discounted Hourly Rates
Pen testing	\$400	\$325
Advisory consulting	\$350	\$300
Risk Assessments (gap, certification, etc.)	\$350	\$300
Microsoft consulting (Sentinel)	\$500	\$350
Microsoft consulting	\$350	\$300
Microsoft managed services	\$250	\$250
Exposure Management	\$300	\$200
Network consulting (Palo)	\$350	\$300