

Appendix 30: Vendor Form - Top Selling Products/Services for Cost Avoidance

COST AVOIDANCE (Provided by Vendor)

Based on Top Products Sold per Monthly Sales Reporting

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	Reporting Period:		MM/YYYY	to	MM/YYYY	
	Manufacturer/ Brand	Product Description	Manufacturer's Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price *
1	Armis	Vulnerability Management	ARM-AVM-B-9999	\$75,000.00	5.00%	\$71,784.38
	Armis	Armis Platform features include: Asset and Network-based Data Collection & Aggregation	Armis Platform-5000-9999	\$80.00	5.00%	\$76.57
2	AttackIQ	AttackIQ Foundation-Pack bundle. Cloud Management Tenancy plus 15 Test Points	AIQFP15TP-1YR	\$78,500.00	12.00%	\$69,598.10
	AttackIQ	This professional service provides the customer with assistance regarding the	AIQ-IMPL-FP	\$7,500.00	5.00%	\$7,178.44
	AttackIQ	AttackIQ BPM management tenancy including BPM	AIQBPM1TP-1YR	\$68,500.00	12.00%	\$60,732.10
	AttackIQ	AttackIQ Cloud Management Single Tenancy. Access to complete content scenario library and	AIQ-CLDMGT-1YR	\$125,000.00	12.00%	\$110,825.00
	AttackIQ	AttackIQ Test Point License (Linux, Windows, Mac). 12 Month Subscription. Minimum	AIQBASETP-1YR	\$4,000.00	12.00%	\$3,546.40
3	BeyondTrust	PRIVILEGE MGMT FOR WIN DESKTOP SVCS PER ASSET GPE RNWL MNT	PM-WINDESKTOP-GPE-ESS	\$35.00	15.00%	\$29.97
	BeyondTrust	PRIVILEGE MGMT FOR WIN DESKTOP SVCS PER ASSET EPO RNWLL MNT	PM-WINDESKTOP-EPO-ESS	\$9.25	15.00%	\$7.92
	BeyondTrust	ENDPOINT PRIVILEGE MNGMT FOR CLDS WINDOWS AND MAC ENDPOINTS	EPM-DESKTOP-CLOUD	\$10.00	15.00%	\$8.56
	BeyondTrust	PRIVILEGE MGMT FOR WIN DESKTOP SVCS PER ASSET CLOUD	PM-WINDESKTOP-CLOUD	\$3.50	15.00%	\$3.00
	BeyondTrust	PRIVILEGE MGMT FOR WIN DESKTOP SVCS PER ASSET GPE RNWL MNT	PM-WINDESKTOP-GPE-ESS	\$324.00	15.00%	\$277.47
4	Cisco Duo	Enhanced Support for Umbrella	CSC-SVS-UMB-SUP-E	\$1,378.80	10.00%	\$1,250.23
	Cisco Duo	Cisco Umbrella DNS Security Essentials	CSC-UMB-DNS-ESS-K9	\$45.95	10.00%	\$41.67
	Cisco Duo	Cisco Umbrella DNS Security Advantage	CSC-UMB-DNS-ADV-K9	\$66.00	10.00%	\$59.85
	Cisco Duo	CISCO UMBRELLA WLAN	CSC-UMB-WLAN	\$120.00	10.00%	\$108.81
	Cisco Duo	Umbrella Insights	CSC-UMB-INSIGHTS-K9	\$108.00	10.00%	\$97.93
5	Cloud Range	Single Mission with New Cust Disc: Includes	SMFCD-1	\$8,900.00	5.00%	\$8,518.41

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	Cloud Range	Candidate Assessment Simulation Test - qty 6	FTCA-6	\$6,711.00	5.00%	\$6,423.27
	Cloud Range	Dedicated Self Service CyberRange Domain Annual Fee.	FR-R365	\$145,000.00	5.00%	\$138,783.13
	Cloud Range	FlexRange Add-on for Range365 - 12 missio	FR365-12	\$44,000.00	5.00%	\$42,113.50
	Cloud Range	Yearly Subscription - Unlimited Per Person	FL-YR-ULTD	\$1,199.00	5.00%	\$1,147.59
	Cloud Range	Cloud Range Annual Content Subscription	FRLIC-FS	\$20,650.00	5.00%	\$19,764.63
6	Critical Start	CriticalSTART MDR SIEM Service for MS AZSNTL including 365x24x7 CyberSOC	CS-MDR MONITOR MS-AZSNTL-25-99	\$197.38	5.00%	\$188.92
	Critical Start	CriticalSTART MDR Service for Operational Technology (OT) EXTENDED	CS-MDR-OT -XTD-2000	\$107,303.00	5.00%	\$102,702.38
	Critical Start	CriticalSTART MDR Implementation Onboarding Services for MDR-OT	CS-MDR-OT -IMP-11-40	\$60,000.00	5.00%	\$57,427.50
	Critical Start	CriticalSTART MDR Service for CylancePROTECT including 365x24x7	CS-MDR-SW CYPR-1-4999	\$35.86	5.00%	\$34.32
	Critical Start	CRITICALSTART MDR SIEM Service for SPLK-CLOUD including 365x24x7	CS-MDR MONITOR-S PLK CLOUD-200-499	\$800.00	5.00%	\$765.70
7	Crowdstrike	Falcon Complete Flex (Commercial or EU)	FC.CS.SOLN.FLEX	\$186.50	12.50%	\$164.41
	Crowdstrike	CrowdStrike Falcon Intelligence	CS.INTEL.SOLN	\$14.17	12.50%	\$12.49
	Crowdstrike	Falcon Firewall Management	CS.FIREWALL.SOLN	\$7.26	12.50%	\$6.40
	Crowdstrike	Professional Services - Custom Retainer	NR.PSO.ENT.INVR	\$400.00	5.00%	\$382.85
	Crowdstrike	Retainer Fee	PSO.RTR.FEE	\$2,500.00	5.00%	\$2,392.81
8	Cyberark	Provides granular admin rights, credential theft protection, and	EPM TARGET SVR SAAS	\$9.20	15.00%	\$7.88
	Cyberark	Provides granular admin rights, credential theft protection, and	EPM TARGET WRK SAAS	\$3.70	15.00%	\$3.17
	Cyberark	Endpoint Privilege Manager Jump Star	PS-EPM-JS	\$15,000.00	5.00%	\$14,356.88
	Cyberark	Guided Success Plann	SUCCESS-SUBS-T1	\$40,000.00	5.00%	\$38,285.00
	Cyberark	Privilege Cloud Remote	EXT VENDOR USER SAAS	\$46.00	15.00%	\$39.39
9	Cyera	Cyera Data Security for SaaS	CDS-S-T7-EP-C	\$27.00	5.00%	\$25.84
	Cyera	Cyera Data Security for IaaS	CDS-I-T6-EP-C	\$550.00	5.00%	\$526.42

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	Cyera	Cyera Data Security for DBaaS	CDS-D-T4-EP-C	\$1,750.00	5.00%	\$1,674.97
	Cyera	Cyera Active Remediation - Sensitivity Labels	CAR-SL-T2- EP-C	\$0.40	5.00%	\$0.38
10	Exabeam	Exabeam Security Analytics	SA	\$355,000.00	8.00%	\$329,049.50
	Exabeam	Exabeam Security Analytics Add-on 100 GB	SA-ADDON-100-GB	\$40,000.00	8.00%	\$37,076.00
	Exabeam	Exabeam Security Analytics Add-on 50 GB	SA-ADDON-50-GB	\$24,000.00	8.00%	\$22,245.60
	Exabeam	Deployment Services Package for Exabeam	PS-DS-PKG-SA	\$70,265.00	5.00%	\$67,252.39
11	LogRhythm	Renewal - LogRhythm SIEM Subscription	LR-SIEM-R	\$27.52	5.00%	\$26.34
	LogRhythm	LogRhythm SIEM Subscription	LR-SIEM-S	\$109.49	10.00%	\$99.28
	LogRhythm	pliance, includes SQL Server 2019 Standard with	LR-ULP-APL-XM6500	\$42,600.00	10.00%	\$38,627.55
	LogRhythm	Professional Services 1 Day without Travel. T&E nd	LR-SV-PPS-1DAY	\$3,200.00	5.00%	\$3,062.80
	LogRhythm	agement and Administration fee for Professional	LR-SV-PMO	\$4,800.00	5.00%	\$4,594.20
12	Netskope	Netskope Security Service Edge (SSE) PROFESSIONAL package for less than	NK-P-SSE-PRF S	\$213.16	8.00%	\$197.58
	Netskope	Netskope Advanced Endpoint DLP for less than 1000 users	NK-EP-DLP ADV-S	\$48.00	8.00%	\$44.49
	Netskope	SS WAN VIRTUAL CLDS APPLIANCE - 3Y ENT E	NK-NSGV-ENT-1G-3Y	\$16,000.00	8.00%	\$14,830.40
	Netskope	ORDERLESS SD-WAN DEPLOYMENT LIC S SILV	NK-PS-BWAN-SLV	\$30,240.00	8.00%	\$28,029.46
	Netskope	ESS WAN SOFTWARE - LICS 3Y ENT EDITION	NK-ENT-250M-3Y	\$8,500.00	8.00%	\$7,878.65
13	Okta	Okta IT Products - Single Sign-On	☐ P000052	\$25.50	10.50%	\$22.99
	Okta	Okta IT Products - Universal Directory	P000055	\$48.00	10.50%	\$43.28
	Okta	Okta IT Products - Adaptive MFA	P000020	\$72.00	10.50%	\$64.92
	Okta	Okta IT Products - Adaptive MFA	G020	\$94.27	10.50%	\$85.00
	Okta	Okta Support - Premier Success Plan	G1048	\$9,899.19	10.50%	\$8,926.22
14	Palo Alto Networks	Advanced Threat Prevention subscription renewal PA-3220	PAN-PA-3220-ATP-R	\$6,427.56	12.00%	\$5,698.67

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	Palo Alto Networks	Advanced WildFire subscription renewal, PA-3220	PAN-PA-3220-AWF-R	\$6,427.56	12.00%	\$5,698.67
	Palo Alto Networks	Palo Alto Networks PA-440	PAN-PA-440	\$1,420.00	12.00%	\$1,258.97
	Palo Alto Networks	50W AC power adapter for PA-440, PA-450 and PA-460	PAN-PWR-50W-AC	\$140.00	12.00%	\$124.12
	Palo Alto Networks	Rack mountable tray for up to two PA-400s and 4 power adapters for a 4 post rack mount (PA-	PAN-PA-400-RACKTRAY	\$210.00	12.00%	\$186.19
15	Palo Alto Networks	Premium support renewal, PA-220	PAN-SVC-PREM-220-R	\$220.60	5.00%	\$211.14
	Palo Alto Networks	Premium support renewal, PA-3220	PAN-SVC-PREM-3220-R	\$3,860.55	5.00%	\$3,695.03
	Palo Alto Networks	PA-440, Partner enabled premium support, 1 year (12 months), term.	PAN-SVC-BKLN-440	\$255.00	5.00%	\$244.07
	Palo Alto Networks	Premium support renewal, Panorama 25 devices	PAN-SVC-PREM-PRA-25-R	\$2,045.59	5.00%	\$1,957.89
	Palo Alto Networks	Premium support renewal, PA-5250	PAN-SVC-PREM-5250-R	\$21,398.47	5.00%	\$20,481.01
16	Rapid7	ge. This includes discovery, web scanning, unlimited	RNXENTALL	\$25.50	11.00%	\$22.87
	Rapid7	DSE SHARED PERIMETER SECURITY ENGINE	RNXHOS	\$2,404.74	11.00%	\$2,156.27
	Rapid7	- Additional Assets for Current Subscription - Incl	RNXENTALLIPTERM	\$25.50	11.00%	\$22.87
	Rapid7	Rapid7 Renewal of InsightAppSec Subscription	RIAS	\$2,143.20	11.00%	\$1,921.75
	Rapid7	Rapid7 Renewal of InsightIDR Subscription	RIDR	\$38.24	11.00%	\$34.29
17	Recorded Future	Threat Intelligence User License	Threat - 1	\$50,000.00	1.50%	\$49,619.38
	Recorded Future	SecOps Intelligence User License	SecOps - 1	\$10,000.00	1.50%	\$9,923.88
	Recorded Future	Vulnerability Intelligence User License	Vuln - 1	\$20,000.00	1.50%	\$19,847.75
	Recorded Future	SecOps Intelligence Modules	SECOPS - MODULE	\$65,000.00	1.50%	\$64,505.19
	Recorded Future	Integration Category A	Int-Cat-A	\$100,000.00	1.50%	\$99,238.75
18	SecureAuth	IdP - PREVENT - Unlimited Apps	IdP - PRE	\$35.65	18.00%	\$29.45
	SecureAuth	SecureAuth Identity Platform License	SA-PLT-001	\$8,100.00	18.00%	\$6,691.82
	SecureAuth	Annual Messaging Bundle - SMS	SA-SMS-001	\$4,200.00	18.00%	\$3,469.83

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19	SentinelOne	Complete Protection Platform (Per Workstation). EPP + EDR, with NGAV	S1EP-CMP EN-T3-C	\$134.27	8.00%	\$124.45
	SentinelOne	Complete Cloud Workload Security (Per Server). EPP + EDR, with NGAV (AI).	S1EP-CMP CW-T3-C	\$273.66	8.00%	\$253.66
	SentinelOne	30 Day Data Retention (Per Endpoint). Data retention Extension for EDR Hunting	PM-RT30-ND-T3-C	\$17.25	8.00%	\$15.99
	SentinelOne	Vigilance MDR + DFIR (Per Endpoint). 24x7	SS-VRP ND-T3-C	\$54.69	8.00%	\$50.69
	SentinelOne	Singularity Platform. Access to the Singularity Platform, includes initial SDL Ingest	PF-PLT FF-T1	\$2,000.00	8.00%	\$1,853.80
20	Signal Sciences	NOW FASTLY			5.00%	\$0.00
21	Splunk	WITH COMPLIANCE, ENCRYPTION AT REST AND	SPL-SE-S-CLD-SVC-CP-ST-100+SVC	\$9,761.00	2.00%	\$9,637.52
	Splunk	SECURITY - SUBSCRIPTION WITH STANDARD SUCCESS PLAN	SPL-ES-S-CLD-SVC-ST-50+SVC	\$2,033.00	2.00%	\$2,007.28
	Splunk	Enterprise - Data Storage with Encryption at Rest True-up	SPL-SE-S-SVC-STOR-ENC-TU	\$690.00	2.00%	\$681.27
	Splunk	Enterprise with Encryption at Rest Dynamic Data Archive True-up	SPL-SE-S-SVC-ARC-ENC-TU	\$275.00	2.00%	\$271.52
	Splunk	Splunk Enterprise - Term License with Standard Success Plan - 10 GB/day (Renewal)	SE-T-LIC-ST	\$11,000.00	2.00%	\$10,860.85
22	Tenable	Tenable.sc - Scanner(s) Included - Annual Subscription	TSC	\$13,000.00	14.00%	\$11,263.85
	Tenable	Nessus Professional includes vulnerability assessment, configuration assessment and	SERV-NES	\$3,990.00	14.00%	\$3,457.14
	Tenable	Tenable Vulnerability Management	TIOVM	\$92,375.00	14.00%	\$80,038.32
	Tenable	Tenable PCI ASV	TIO-PCI-ASV	\$2,771.25	14.00%	\$2,401.15
	Tenable	Tenable Cloud Security Standard	TCS-BAS	\$17,391.78	14.00%	\$15,069.11
23	Varonis	Varonis Hybrid Complete + MDDR SaaS Subscription	VHCM-1001-1500SA	\$473.00	8.50%	\$436.04
	Varonis	Collector License	CL-1-5OS	\$5,194.10	8.50%	\$4,788.25
	Varonis	Professional Services Engagement (1 day)	PS-1D	\$3,000.00	8.50%	\$2,765.59
	Varonis	Extended Event Retention for 1 Year SaaS Subscription for 6M	VER1-5-9SA	\$490.00	8.50%	\$451.71
	Varonis	Varonis Hybrid Complete + MDDR SaaS Subscription	VHCM-751-1000SA	\$515.00	8.50%	\$474.76
24	Vectra	X29 Brain / Sensor / Mixed Mode Appliance	VN-HW-X29-02	\$24,720.00	10.00%	\$22,414.86