PRODUCTS IT SECURITY SOFTWARE			
CATEGORY / DESCRIPTION	**Manufacturer / Brand**	**Product Description**	**DIR Customer Discount % off MSRP**
PER IP ADDRESS	QUALYS	QUALYS ENT VM MOD 100 - 80,000+ IPS	30.7%
PER IP ADDRESS	QUALYS	QUALYS ENT PC MOD 100 - 80,000+ IPS	31.5%
PER IP ADDRESS	QUALYS	QUALYS ENT FDDC MOD 100 - 80,000+ IPS	31.5%
PER APPLICATION	QUALYS	QUALYS ENT WAS MOD 1 - 251+ APPS	31.5%
FIXED FEE	QUALYS	QUALYS EXP VM 4 to 128 EXT IPS-TOTAL 32 to 3072 IPS	31.5%
FIXED FEE	QUALYS	QUALYS EXP VM 3 to 128 EXTERNAL IPS ONLY	31.5%
PER SCANNER	QUALYS	QUALYS EXP PC MOD 32 to 3072 INTERNAL IPS	31.5%
PER SCANNER	QUALYS	QUALYS EXP WAS MOD 1 to 100 APPS	31.5%
PER SCANNER	QUALYS	QUALYS EXP USER	31.5%
PER APPLICATION	QUALYS	QUALYS PCI VM ONLY 3 IPS	31.5%
PER APPLICATION	QUALYS	QUALYS PCI VM+WAS 3 IPS +1 WEB APP	31.5%
PER APPLICATION	QUALYS	QUALYS PCI VM ADD'L 4 - 1,000+ IPS	31.5%
PER APPLICATION	QUALYS	QUALYS PCI WAS ADDL APPS	31.5%
PER APPLICATION	QUALYS	QUALYS SECURE SEAL (1-25+ SITES)	31.5%
PER APPLICATION	QUALYS	QUALYS PER SCAN VM & PC -250 TO 1000 SCANS	31.5%
PER APPLICATION	QUALYS	QUALYS PER SCAN WAS -10 TO 1,000 SCANS	31.5%
PER APPLICATION	QUALYS	QUALYS SCANNER APPL	31.5%
PER APPLICATION	QUALYS	QUALYS SCANNER APPL RENEWAL	31.5%
PER OPTION	QUALYS	QUALYS API	31.5%
PER SCANNER	QUALYS	Virtual Security Scanning Services QG-VS	31.5%

Qualys Cloud Platform offers continuous security, enabling organizations of all sizes to successfully and comprehensively achieve vulnerability management and policy compliance, while reducing costs and streamlining operations. Using an innovative Software-as-a-Service (SaaS) delivery model, your customers have access to an industry-leading scalable Cloud Platform that is easy to deploy and able to meet many IT security and compliance needs and protect IT assets globally. Qualys Scanning Services Features and Benefits

There are several features that are common across the QualysGuard IT Security and Compliance Suite and some that are unique to individual modules.

Common features and benefits that can be found together in one easy-to-use security management platform are:
•Define policies to establish a secure IT infrastructure in accordance with good governance and best practices frameworks.
•Automate ongoing security assessments, and manage vulnerability risk effectively.
•Mitigate risk and eliminate threats utilizing the most trusted vulnerability management application in the industry.
•Monitor and measure network compliance in one unified console - saving time, assuring reliability and reducing costs.
•Distribute security and compliance reports customized to meet the unique needs of business executives, auditors and security professionals.
•Online QualysGuard Portal is available in English.

RELATED SERVICES STATEWIDE				
Detailed Service Description	**Role**	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price***
Technical Services - Governance Risk and Compliance	Associate Consultant	$170.00	31.80%	$116.81
Technical Services - Governance Risk and Compliance	Consultant	$190.00	19.10%	$154.86
Technical Services - Governance Risk and Compliance	Sr. Consultant	$220.00	16.90%	$184.19
Technical Services - Governance Risk and Compliance	Exec. Consultant	$260.00	17.40%	$216.37
Technical Services - Governance Risk and Compliance	Principal	$270.00	16.60%	$226.87
Technical Services - Governance Risk and Compliance	Project Manager	$180.00	14.50%	$155.05
Technical Services - Governance Risk and Compliance	Program Manager	$250.00	26.80%	$184.37
Technical Services - Identity and Access Management	Associate Consultant	$190.00	39.00%	$116.77
Technical Services - Identity and Access Management	Consultant	$200.00	23.10%	$154.95
Technical Services - Identity and Access Management	Sr. Consultant	$220.00	16.90%	$184.19
Technical Services - Identity and Access Management	Exec. Consultant	$260.00	17.30%	$216.63
Technical Services - Identity and Access Management	Principal	$270.00	16.60%	$226.87
Technical Services - Identity and Access Management	Project Manager	$180.00	14.50%	$155.05
Technical Services - Identity and Access Management	Program Manager	$260.00	29.80%	$183.89
Technical Services - PCI	Associate Consultant	$210.00	44.80%	$116.79
Technical Services - PCI	Consultant	$220.00	30.00%	$155.16
Technical Services - PCI	Sr. Consultant	$240.00	23.90%	$184.01
Technical Services - PCI	Exec. Consultant	$260.00	17.30%	$216.63
Technical Services - PCI	Principal	$280.00	19.60%	$226.81
Technical Services - PCI	Project Manager	$210.00	26.70%	$155.08
Technical Services - PCI	Program Manager	$300.00	39.00%	$184.37
Technical Services - Threat and Vulnerability Mgmt	Associate Consultant	$180.00	35.60%	$116.79
Technical Services - Threat and Vulnerability Mgmt	Consultant	$190.00	19.00%	$155.05
Technical Services - Threat and Vulnerability Mgmt	Sr. Consultant	$220.00	16.90%	$184.19
Technical Services - Threat and Vulnerability Mgmt	Exec. Consultant	$250.00	14.00%	$216.61
Technical Services - Threat and Vulnerability Mgmt	Principal	$260.00	13.40%	$226.85
Technical Services - Threat and Vulnerability Mgmt	Project Manager	$200.00	23.00%	$155.16
Technical Services - Threat and Vulnerability Mgmt	Program Manager	$260.00	29.70%	$184.15

Technical Services - Mobility and M2M	Associate Consultant	$170.00	*31.80%*	*$116.81*
Technical Services - Mobility and M2M	Consultant	$190.00	19.00%	$155.05
Technical Services - Mobility and M2M	Sr. Consultant	$210.00	13.00%	$184.07
Technical Services - Mobility and M2M	Exec. Consultant	$240.00	10.40%	$216.65
Technical Services - Mobility and M2M	Principal	$260.00	13.40%	$226.85
Technical Services - Mobility and M2M	Project Manager	$180.00	14.50%	$155.05
Technical Services - Mobility and M2M	Program Manager	$200.00	8.50%	$184.37
Technical Services - HUB - Governance Risk and Compliance	Project Manager	$302.26	0.00%	$304.53
Technical Services - HUB - Governance Risk and Compliance	Consultant	$230.28	0.00%	$232.01
Technical Services - HUB - Governance Risk and Compliance	Program Manager	$290.00	19.10%	$236.37
Technical Services - HUB - Governance Risk and Compliance	Project Manager	$230.28	0.00%	$232.01
Technical Services - HUB - Governance Risk and Compliance	Program Manager	$290.00	24.70%	$220.01
Technical Services - HUB - Governance Risk and Compliance	Consultant	$220.00	37.70%	$138.09
Technical Services - HUB - Governance Risk and Compliance	Consultant	$229.72	0.00%	$231.44
Technical Services - HUB - Governance Risk and Compliance	Sr. Consultant	$260.00	34.80%	$170.79
Technical Services - HUB - Governance Risk and Compliance	Sr. Consultant	$260.00	9.50%	$237.06
Technical Services - HUB - Governance Risk and Compliance	Consultant	$220.00	8.80%	$202.14
Technical Services - HUB - Governance Risk and Compliance	Consultant	$220.00	3.30%	$214.34
Technical Services - HUB - Governance Risk and Compliance	Associate Consultant	$200.00	23.30%	$154.55
Technical Services - HUB - Governance Risk and Compliance	Project Manager	$210.00	19.40%	$170.53
Technical Services - HUB - Governance Risk and Compliance	Sr. Consultant	$260.00	0.40%	$260.90

SERVICE CATEGORY Detailed Service Description	Service Level	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
Rapid Response Retainer (RRR) - One Time Charge	Essential	$25,000.00		$25,187.50
Rapid Response Retainer (RRR) - One Time Charge	Plus	$50,000.00		$50,375.00
Rapid Response Retainer (RRR) - One Time Charge	Premium	$75,000.00		$75,562.50
Rapid Response Retainer (RRR) - Pay as you Go - Hourly Rate	Essential	$400.00		$403.00
Rapid Response Retainer (RRR) - Pay as you Go - Hourly Rate	Plus	$325.00		$327.44
Rapid Response Retainer (RRR) - Pay as you Go - Hourly Rate	Premium	$325.00		$327.44
Rapid Response Retainer (RRR) - Pay Upfront - Hourly Rate	Essential	$375.00		$377.81
Rapid Response Retainer (RRR) - Pay Upfront - Hourly Rate	Plus	$300.00		$302.25
Rapid Response Retainer (RRR) - Pay Upfront - Hourly Rate	Premium	$300.00		$302.25

IT SECURITY SERVICES   STATEWIDE

SERVICE CATEGORY	Detailed Service Description	Manufacturer's Part Number	DIR Customer Discount % off MSRP
Cyber Risk Program	Base (Level 1)		10.00%
Cyber Risk Program	Base (Level 2)		10.00%
Cyber Risk Program	External Risk Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	IP Reputational Datebase Lookup (Level 2)	Add to Base	10.00%
Cyber Risk Program	Netflow Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Web Application Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Internal Risk Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Email Filter Check (Level 2)	Add to Base	10.00%
Cyber Risk Program	Firewall Risk Assessment* (Level 2)	Add to Base	10.00%
Cyber Risk Program	End-Point System Risk Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Phishing Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Wireless Risk Assessment (Level 2)	Add to Base	10.00%
Cyber Risk Program	Physical Inspection (Level 2)	Add to Base	10.00%
Cyber Risk Program	Policy/Process/Procedure Validation (Level 2)	Add to Base	10.00%
Cyber Risk Program	T&E (Pre-paid) - US Only (Level 2)	Add to Base	0.00%

SERVICE DESCRIPTION

Today's cyber security market is flooded with disparate technologies, demanding risk management requirements, and niche vendors and consultancies that tend to be very optimistic as to their ability to prevent cyber-attacks. Organizations need the ability to understand cyber risk, prioritize remediation efforts, control security budgets, and help ensure their security technologies and processes are working correctly. Verizon Cyber Risk Programs fill this void, designed to provide an objective review of an organization's ability to prepare for, recognize, and respond to today's security threats.

Using the Verizon Data Breach Investigations Report (DBIR) as its foundation, Cyber Risk Programs consist of recurring activities that are designed to measure the effectiveness of cyber risk controls and identify potential weaknesses.
Organizations can purchase Cyber Risk Programs at three different levels:
•Risk Rating (available): A lightweight, reliable, and effective program, it provides an objective review of an organization's external risk posture through four recurring assessment activities.
•Risk Assessment (available): A comprehensive and mature program, it provides an objective review of an organization's external and internal risk posture through 12 recurring assessment activities.

MANAGED SECURITY SERVICES STATEWIDE		
SERVICE CATEGORY	Detailed Service Description	DIR Customer Discount % off MSRP
Managed Security Services - Premises	Firewall Monitoring	60.00%
Managed Security Services - Premises	Firewall Monitoring Gigabit	60.00%
Managed Security Services - Premises	Security Appliance realtime escalation-mon	60.00%
Managed Security Services - Premises	Security Appliance realtime escalation Gigabyte-mon	60.00%
Managed Security Services - Premises	Network Intrusion Prevention Monitoring	60.00%
Managed Security Services - Premises	Network Intrusion Prevention Monitoring Gigabyte	60.00%
Managed Security Services - Premises	Network-Switch-mon	60.00%
Managed Security Services - Premises	Network-Switch-mon Gigabit	60.00%
Managed Security Services - Premises	Router Monitoring	60.00%
Managed Security Services - Premises	Router Monitoring Gigabit	60.00%
Managed Security Services - Premises	OS Log Monitoring (Server)	60.00%
Managed Security Services - Premises	Firewall Management	60.00%
Managed Security Services - Premises	Firewall Management Gigabit	60.00%
Managed Security Services - Premises	Security Appliance realtime escalation-man	59.87%
Managed Security Services - Premises	Security Appliance realtime escalation Gigabyte-man	60.00%
Managed Security Services - Premises	Network Intrusion Detection Management	60.00%
Managed Security Services - Premises	Network Intrusion Detection Management Gigabyte	60.00%
Managed Security Services - Premises	Network Intrusion Prevention Management	60.00%
Managed Security Services - Premises	Network Intrusion Prevention Management Gigabyte	60.00%
Managed Security Services - Premises	Site Setup	0.00%
Managed Security Services - Premises	Firewall Setup	0.00%
Managed Security Services - Premises	Security Appliance Setup	0.00%
Managed Security Services - Premises	Network IDPS Setup	0.00%
Managed Security Services - Premises	Nework Switch Setup	0.00%
Managed Security Services - Premises	Router Setup	0.00%
Managed Security Services - Premises	Device setup fee - Operating System Log Source	0.00%
Managed Security Services - Premises	Nework IDPS Setup	0.00%
Managed Security Services - Analytics	Tier (0 - 10 GB)	55.40%
Managed Security Services - Analytics	Tier (10 - 50 GB)	55.00%

Managed Security Services - Analytics	Tier (50 - 100 GB)	55.00%
Managed Security Services - Analytics	Tier (100 - 200 GB)	42.00%
Managed Security Services - Analytics	Tier (200 - 500 GB)	28.00%
Managed Security Services - Analytics	Tier (500+ GB)	
DDOS Shield	50Mbps 1 return / 24 (256 IP Address Sup)	30.00%
DDOS Shield	100Mbps 1 return / 22 (1,024 IP Address Sup)	40.00%
DDOS Shield	500Mbps 1 return / 20 (4,096 IP Address Sup)	40.00%
DDOS Shield	1000Mbps 1 return / 18 (16,384 IP Address Sup)	40.00%
DDOS Shield	10000Mbps 1 return / 16 (65,356 IP Address Sup)	30.00%

SERVICE DESCRIPTION

Verizon Managed Security Services can help you face the challenge of the modern cyber-threat environment. Through our Managed Security Services – Analytics offering we provide the threat intelligence and analysis you need to identify threats to your network quickly. The service offers:

•Advanced threat detection through security analytics

•Extensive security operations and management experience, combined with leading tools

•Deep insight into information security threats and activity, acquired from our global IP backbone and elsewhere

•The ability to ingest data from any IP-enabled device and any data source that produces logs

•A dashboard with comprehensive details about the status of your security environment, as well as easy access to risk briefings and other forms of intelligence

Verizon offers Monitoring or Monitoring and Management Services for a selection of security devices based on a wide range of vendors and models. The product portfolio for all vendors and models which are currently supported can be located via Associated CPE. Managed Security Services Premises provides services for the following devices: •Advanced Threat Protection

•Firewall

•Application Level Firewall

•Proxy Server

•Router

•Network Switch

•VPN

•Network Intrusion Detection (NIDS) / Prevention (NIPS) System

•Host Intrusion Detection (HIDS)/Prevention (HIPS) Systems

•Unified Threat Management (UTM) or Security Appliance

•Email Security Gateway

•Content Screening

•Load Balancers

•Endpoint Security

•File Integrity and Policy Compliance

•OS

• Active Directory Log Monitoring

THREAT INTELLIGENCE PLATFORM STATEWIDE			
SERVICE CATEGORY	**Detailed Service Description**	**Detailed Service Description**	**DIR Customer Discount % off MSRP**
VTIPS		Essential: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	9.3%
VTIPS		Essential: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	9.3%
VTIPS		Essential: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	9.3%
VTIPS		Essential: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee)	9.3%
VTIPS		Essential: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	9.3%
VTIPS - w/Tier 2 Option		Essential: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	9.3%
VTIPS - w/Tier 2 Option		Essential: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	9.3%
VTIPS - w/Tier 2 Option		Essential: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	9.3%
VTIPS - w/Tier 2 Option		Essential: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2) - Annual Fee	9.3%
VTIPS - w/Tier 2 Option		Essential: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2) - Annual Fee	9.3%
VTIPS - w/Hybrid Option		Essential: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	9.3%
VTIPS - w/Hybrid Option		Essential: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid) - Annual Fee	9.3%
VTIPS - w/Hybrid Option		Essential: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	9.3%
VTIPS - w/Hybrid Option		Essential: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	9.3%
VTIPS - w/Hybrid Option		Essential: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	9.3%
VTIPS		Plus: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	6.3%
VTIPS		Plus: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	6.3%
VTIPS		Plus: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	6.3%
VTIPS		Plus: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee)	6.3%
VTIPS		Plus: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) - Annual Fee	6.3%
VTIPS - w/Tier 2 Option		Plus: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	6.3%
VTIPS - w/Tier 2 Option		Plus: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	6.3%
VTIPS - w/Tier 2 Option		Plus: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2)- Annual Fee	6.3%
VTIPS - w/Tier 2 Option		Plus: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2) - Annual Fee	6.3%
VTIPS - w/Tier 2 Option		Plus: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) + w/Tier 2) - Annual Fee	6.3%
VTIPS - w/Hybrid Option		Plus: Starter (Setup + 100Max Gigs Per Day Included User 2 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	6.3%

VTIPS - w/Hybrid Option	Plus: Small (Setup + 250Max Gigs Per Day Included User 5 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid) - Annual Fee	6.3%
VTIPS - w/Hybrid Option	Plus: Corporate (Setup + 500Max Gigs Per Day Included User 10 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	6.3%
VTIPS - w/Hybrid Option	Plus: Enterprise (Setup + 1000Max Gigs Per Day Included User 15 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	6.3%
VTIPS - w/Hybrid Option	Plus: Large Enterprise (Setup + 2000 Max Gigs Per Day Included User 25 + Enhanced Verizon Intelligence Feed (EVIF) + w/Hybrid)- Annual Fee	6.3%
VTIPS - Add 1 User	Options: Additional Users - Annual Fee per user add	N/A
Note: Hourly rates for support are • Forensic Consultant at $470 and • Sr. Consultant with a rate of $335	Note: Hourly rates for support are • Forensic Consultant at $470 and • Sr. Consultant with a rate of $335	

SERVICE DESCRIPTION

Verizon Threat Intelligence Platform Service (VTIPS) is a product that includes security professional services team to deliver it. It provides an enhanced intelligence feed and analyzes data from a wide range of sources. The Verizon Threat Research Advisory Center (VTRAC) highly trained dark web hunters proactively search for company specific threats. Verizon is using Anomali's Threat Platform to deliver this service to customers. This plug-and-play service gives quick, easy and affordable way to get the complete power of a threat intelligence platform to lessen the impact of cyberattacks by reducing the time it takes to discover and contain them including:
- Monitoring of the surface, deep and dark webs
- Analysis of intelligence from a wide range of reliable sources
- Review of risks relevant to the customer's organization and industry
- Correlation of indicators of compromise and threat activity with your landscape and business operations

VTIPS offers three levels of intelligence support and your customer can choose to select what is best for them -Essential, Plus and Premium. In addition VTIPS offers an Enhanced intelligence feed, more than what is offered in other security services.