

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|---------------------|--------------|--|-------------|-------------------|-------------------|--|
| Vanguard Technology | VCP-TA-S | Comprehensive Technology Assessment for organizations with less than 500 full time employees (FTE). | \$30,000.00 | \$25,500.00 | 15.00% | All assessments include a written report with findings, recommendations, and strategic next steps. |
| Vanguard Technology | VCP-TA-M | Comprehensive Technology Assessment for organizations 501-1000 full time employees (FTE). | \$40,000.00 | \$34,000.00 | 15.00% | All assessments include a written report with findings, recommendations, and strategic next steps. |
| Vanguard Technology | VCP-TA-L | Comprehensive Technology Assessment for organizations with less than 1001-2500 full time employees (FTE). | \$50,000.00 | \$42,500.00 | 15.00% | All assessments include a written report with findings, recommendations, and strategic next steps. |
| Vanguard Technology | VCP-TA-XL | Comprehensive Technology Assessment for organizations with less than 2501-5000 full time employees (FTE). | \$60,000.00 | \$51,000.00 | 15.00% | All assessments include a written report with findings, recommendations, and strategic next steps. |
| Vanguard Technology | VCP- TA-XXL | Comprehensive Technology Assessment for organizations with less than 5001+ full time employees (FTE). | \$80,000.00 | \$68,000.00 | 15.00% | All assessments include a written report with findings, recommendations, and strategic next steps. |
| Vanguard Technology | VCP-AUD-S | Enhancement to the cybersecurity assessment by incorporating Technology Audit Services to provide a credential and verified review of an organization's network assets. | \$15,000.00 | \$12,750.00 | 15.00% | Additional service for standard technology assessment. |
| Vanguard Technology | VCP-AUD-M | Enhancement to the cybersecurity assessment by incorporating Technology Audit Services to provide a credential and verified review of an organization's network assets. | \$20,000.00 | \$17,000.00 | 15.00% | Additional service for standard technology assessment. |
| Vanguard Technology | VCP-AUD-L | Enhancement to the cybersecurity assessment by incorporating Technology Audit Services to provide a credential and verified review of an organization's network assets. | \$25,000.00 | \$21,250.00 | 15.00% | Additional service for standard technology assessment. |
| Vanguard Technology | VCP-AUD-XL | Enhancement to the cybersecurity assessment by incorporating Technology Audit Services to provide a credential and verified review of an organization's network assets. | \$30,000.00 | \$25,500.00 | 15.00% | Additional service for standard technology assessment. |
| Vanguard Technology | VCP- AUD-XXL | Enhancement to the cybersecurity assessment by incorporating Technology Audit Services to provide a credential and verified review of an organization's network assets. | \$40,000.00 | \$34,000.00 | 15.00% | Additional service for standard technology assessment. |
| Vanguard Technology | VCP-CTO-T1 | Tier 1: vCTO services include technology roadmap development, infrastructure oversight, cybersecurity planning, team mentorship, procurement support, and Board-level advisement. Services are delivered remotely and/or onsite based on district needs. | \$6,000.00 | \$5,100.00 | 15.00% | Monthly rate |
| Vanguard Technology | VCP-CTO-T2 | Tier 2: vCTO services include technology roadmap development, infrastructure oversight, cybersecurity planning, team mentorship, procurement support, and Board-level advisement. Services are delivered remotely and/or onsite based on district needs. | \$12,000.00 | \$10,200.00 | 15.00% | Monthly rate |
| Vanguard Technology | VCP-CTO-T3 | Tier 3: vCTO services include technology roadmap development, infrastructure oversight, cybersecurity planning, team mentorship, procurement support, and Board-level advisement. Services are delivered remotely and/or onsite based on district needs. | \$24,000.00 | \$19,200.00 | 20.00% | Monthly rate |
| Vanguard Technology | VCP-CTO-T4 | Tier 4: vCTO services include technology roadmap development, infrastructure oversight, cybersecurity planning, team mentorship, procurement support, and Board-level advisement. Services are delivered remotely and/or onsite based on district needs. | \$48,000.00 | \$36,000.00 | 25.00% | Monthly rate |
| Vanguard Technology | VCP-CSIO-T1 | Tier 1: vCISO offering delivers strategic cybersecurity leadership to organizations that may lack dedicated executive security resources. The vCISO serves as a trusted advisor to district leadership, aligning cybersecurity priorities with institutional goals and ensuring regulatory compliance. | \$6,000.00 | \$5,100.00 | 15.00% | Monthly rate |

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| Vanguard Technology | VCP-CISO-T2 | Tier 2: vCISO offering delivers strategic cybersecurity leadership to organizations that may lack dedicated executive security resources. The vCISO serves as a trusted advisor to district leadership, aligning cybersecurity priorities with institutional goals and ensuring regulatory compliance. | \$12,000.00 | \$10,200.00 | 15.00% | Monthly rate |
| Vanguard Technology | VCP-CISO-T3 | Tier 3: vCISO offering delivers strategic cybersecurity leadership to organizations that may lack dedicated executive security resources. The vCISO serves as a trusted advisor to district leadership, aligning cybersecurity priorities with institutional goals and ensuring regulatory compliance. | \$24,000.00 | \$19,200.00 | 20.00% | Monthly rate |
| Vanguard Technology | VCP-CISO-T4 | Tier 4: vCISO offering delivers strategic cybersecurity leadership to organizations that may lack dedicated executive security resources. The vCISO serves as a trusted advisor to district leadership, aligning cybersecurity priorities with institutional goals and ensuring regulatory compliance. | \$48,000.00 | \$36,000.00 | 25.00% | Monthly rate |
| Vanguard Technology | VCP-VMM-ARC | Architecture and implementation services for virtualization migration to new infrastructure | \$90,000.00 | \$76,500.00 | 15.00% | includes first ten virtual machines |
| Vanguard Technology | VCP-VMM-ADD | Additional virtual machines | \$2,500.00 | \$2,125.00 | 15.00% | additional vm |
| Vanguard Technology | VCP-EPT-50 | External Penetration Test, for <50 live IPs, inclusive of technical report. | \$15,000.00 | \$13,950.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-EPT-250 | External Penetration Test, for <250 live IPs, inclusive of technical report. | \$20,000.00 | \$18,600.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-EPT-1000 | External Penetration Test, for <1000 live IPs, inclusive of technical report. | \$25,000.00 | \$23,250.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-INT-100 | Internal Network Penetration Test, for <100 servers and <1000 workstations, inclusive of technical report. | \$20,000.00 | \$18,600.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-INT-450 | Internal Network Penetration Test, for <450 servers and <2000 workstations, inclusive of technical report. | \$25,000.00 | \$23,250.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-INT-800 | Internal Network Penetration Test, for <800 servers and <5000 workstations, inclusive of technical report. | \$35,000.00 | \$32,550.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-WAP-SML | Web Application Penetration Test: "Small" Web Application | \$20,000.00 | \$18,600.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-WAP-AVG | Web Application Penetration Test: "Average" Web Application | \$25,000.00 | \$23,250.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-WAP-LRG | Web Application Penetration Test: "Large" Web Application | \$35,000.00 | \$32,550.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-ASCOMP-DED | Assumed Compromise: includes Pivot Test and Command and Control and Data Exfiltration Detection | \$50,000.00 | \$46,500.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-ASCOMP-PTO | Assumed Compromise: Pivot Test Only | \$25,000.00 | \$23,250.00 | 7.00% | Service Fee |
| Vanguard Technology | VCP-IP24 | Acquisition of /24 IP range and required services with ARIN | \$25,000.00 | \$22,500.00 | 10.00% | Service Fee |
| Vanguard Technology | VCP-IP23 | Acquisition of /23 IP range and required services with ARIN | \$35,000.00 | \$31,500.00 | 10.00% | Service Fee |
| Vanguard Technology | VCP-IP22 | Acquisition of /22 IP range and required services with ARIN | \$45,000.00 | \$40,500.00 | 10.00% | Service Fee |
| Vanguard Technology | VCP-BGP-IMP | BGP Implementation services, for two circuits. | \$25,000.00 | \$22,500.00 | 10.00% | Service Fee |
| Vanguard Technology | VCP-BGP-ADD | BGP Implementation services, additional circuits. | \$10,000.00 | \$7,500.00 | 25.00% | Service Fee |
| Vanguard Technology | VCP-SIS-SML | SIS Shield Licensing and Implementation | \$15,000.00 | \$12,000.00 | 20.00% | Licensing and Service Fee for One Year |
| Vanguard Technology | VCP-SIS-MED | SIS Shield Licensing and Implementation | \$20,000.00 | \$16,000.00 | 20.00% | Licensing and Service Fee for One Year |
| Vanguard Technology | VCP-SIS-LRG | SIS Shield Licensing and Implementation | \$25,000.00 | \$20,000.00 | 20.00% | Licensing and Service Fee for One Year |
| Vanguard Technology | VCP-SIS-XL | SIS Shield Licensing and Implementation | \$40,000.00 | \$32,000.00 | 20.00% | Licensing and Service Fee for One Year |

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| Vanguard Technology | VCP-IDM-T1 | Identity Management Review and Cleanse | \$15,000.00 | \$12,000.00 | 20.00% | Service Fee |
| Vanguard Technology | VCP-IDM-T2 | Identity Management Review and Cleanse | \$25,000.00 | \$20,000.00 | 20.00% | Service Fee |
| Vanguard Technology | VCP-IDM-T3 | Identity Management Review and Cleanse | \$35,000.00 | \$28,000.00 | 20.00% | Service Fee |
| Vanguard Technology | VCP-IDM-T4 | Identity Management Review and Cleanse | \$50,000.00 | \$40,000.00 | 20.00% | Service Fee |
| Vanguard Technology | VCP-ARC-HR | Hourly Rate for Network/Cloud Security Architect | \$385.00 | \$350.00 | 9.09% | Hourly Rate for Service |
| Vanguard Technology | VCP-ENG-HR | Hourly Rate for Network/Cloud/Data Security Engineer | \$295.00 | \$275.00 | 6.78% | Hourly Rate for Service |
| Vanguard Technology | VCP-PRO-HR | Hourly Rate for Network/Cloud/Data Security Analyst | \$225.00 | \$205.00 | 8.89% | Hourly Rate for Service |
| Vanguard Technology | VCP-SEC-HR | Hourly Rate for Network/Cloud/Data Project Manager | \$195.00 | \$180.00 | 7.69% | Hourly Rate for Service |
| Vanguard Technology | VCP-PRO-HR | Hourly Rate for Network/Cloud/Data Project Technician | \$150.00 | \$135.00 | 10.00% | Hourly Rate for Service |
| Vanguard Technology | VCP-DOC-HR | Hourly Rate for Network/Cloud/Data Documentation Specialist | \$125.00 | \$110.00 | 12.00% | Hourly Rate for Service |
| Vanguard Technology | VCP-SOW-PRO | Customized SOW based on project scope and combined hourly rate | | | | SOW will be defined by project requirements, sum of hourly rate will be discounted by 20%. |
| Vanguard Technology | VCP-RMM-END | RMM license cost per endpoint | \$20.00 | \$17.00 | 15.00% | Yearly cost per endpoint |
| Vanguard Technology | VCP-RMM-APL | RMM upgrade license for Apple MacOS and iOS | \$9.00 | \$7.50 | 16.67% | Yearly additional cost for MacOS and iOS |
| Vanguard Technology | VCP-RMM-3PA | RMM license for third-party apps (Windows) | \$3.00 | \$2.50 | 16.67% | Yearly additional cost for third-party applications |
| Vanguard Technology | VCP-EDR-END | Endpoint Detection and Response per Endpoint | \$60.00 | \$54.00 | 10.00% | Yearly cost per endpoint |
| Vanguard Technology | VCP-MDR-END | Managed Endpoint Detection and Response per Endpoint | \$120.00 | \$108.00 | 10.00% | Yearly cost per endpoint |
| Vanguard Technology | VCP-EDS-HR | AI/LLM Expert Developer Support Hours | \$385.00 | \$350.00 | 9.09% | Hourly Rate for Service |
| Vanguard Technology | VCP-AIT-SEM | AI/LLM IT Department Training Seminar | \$20,000.00 | \$15,000.00 | 25.00% | Monthly Cost for individual trainer. |
| Vanguard Technology | VCP-GIT-DNM | Github Enterprise Deployment & Management | \$25,000.00 | \$20,000.00 | 20.00% | Monthly Cost for individual trainer. |
| Vanguard Technology | VCP=SFAP-MIG | Secure migration of a single financial application (on-prem to cloud or hybrid) using industry-standard encryption and access controls. Includes pre-migration assessment, gap analysis, data export/import, porting/implementation of required functionality, and verification of core functionality. Service includes Zero Trust access configuration, role-based authentication integration (SSO/LDAP), and post-migration validation. | \$360,000.00 | \$288,000.00 | 20.00% | Service estimated to be a 12-month engagement. |
| Vanguard Technology | VCP-DEV-APP | Expert Developer Support Hours | \$3,850.00 | \$3,500.00 | 9.09% | Block of 10 hours |
| Vanguard Technology | VCP-CTO-80 | vCTO services include technology roadmap development, infrastructure oversight, cybersecurity planning, team mentorship, procurement support, and Board-level advisement. Services are delivered remotely and/or onsite based on district needs. | \$24,000.00 | \$19,200.00 | 20.00% | Monthly rate |
| Vanguard Technology | VCP-CISO-40 | vCISO offering delivers strategic cybersecurity leadership to organizations that may lack dedicated executive security resources. The vCISO serves as a trusted advisor to district leadership, aligning cybersecurity priorities with institutional goals and ensuring regulatory compliance. | \$12,000.00 | \$10,200.00 | 15.00% | Monthly rate |
| Cloudflare | VCP-CF-ACC-1U1Y | Access/User (FTE) | \$8.00 | \$6.00 | 25.00% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-SWG-1U1Y | Gateway/User (FTE) | \$10.00 | \$8.00 | 20.00% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-RBI-1U1Y | Advanced Browser Isolation/User (FTE) | \$14.00 | \$12.00 | 14.29% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-CSB-1U1Y | CASB/User (FTE) | \$8.00 | \$6.00 | 25.00% | Cost is per full time employee, per month, based on one year contract. |

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| Cloudflare | VCP-CF-DLP-1U1Y | Data Loss Prevention (DLP)/User (FTE) | \$7.00 | \$5.00 | 28.57% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-ESE-1U1Y | Email Security Enterprise/User (FTE) | \$10.00 | \$8.00 | 20.00% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-PGD-1U1Y | Email Security PhishGuard/User (FTE) | \$4.00 | \$2.00 | 50.00% | Cost is per full time employee, per month, based on one year contract. |
| Cloudflare | VCP-CF-ASC-SM1Y | Application Security Core Small, inclusive of L7 advanced DDoS. | \$5,445.00 | \$4,500.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ASC-MD1Y | Application Security Core Medium, inclusive of L7 advanced DDoS. | \$7,260.00 | \$6,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ASC-LG1Y | Application Security Core Large, , inclusive of L7 advanced DDoS. | \$9,680.00 | \$8,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ASA-SM1Y | Application Security Advanced Small, , inclusive of L7 advanced DDoS. | \$6,655.00 | \$5,500.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ASA-MD1Y | Application Security Advanced Medium, , inclusive of L7 advanced DDoS. | \$8,470.00 | \$7,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ASA-LG1Y | Application Security Advanced Large, , inclusive of L7 advanced DDoS. | \$11,495.00 | \$9,500.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-API-SM1Y | API Shield Small | \$2,057.00 | \$1,700.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-API-MD1Y | API Shield Medium | \$2,420.00 | \$2,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-API-LG1Y | API Shield Large | \$2,783.00 | \$2,300.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-BOT-SM1Y | Bot Management Small | \$2,057.00 | \$1,700.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-BOT-MD1Y | Bot Management Medium | \$2,420.00 | \$2,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-BOT-LG1Y | Bot Management Large | \$2,783.00 | \$2,300.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-PAG-SM1Y | Page Shield Small | \$2,057.00 | \$1,700.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-PAG-MD1Y | Page Shield Medium | \$2,420.00 | \$2,000.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-PAG-LG1Y | Page Shield Large | \$2,783.00 | \$2,300.00 | 17.36% | Cost is based on number of HTTP requests, TBs of data transfer, number of DNS queries, and domains count. |
| Cloudflare | VCP-CF-ENT-MYR | Zero Trust Network Access Enterprise Bundle: This custom SKU represents a turnkey Zero Trust architecture, packaged and designed to scale across campuses, and administrative networks. All licensing, installation, and enablement, services are included under the umbrella of this bundled enterprise license. | \$115.00 | \$90.00 | 21.74% | Cost is per full time employee, per month, based on multi-year contract. Agreement is factored using a minimum of 500 FTEs |
| Cloudflare | VCP-CF-MSP-MYR | Management of ZTNA ENT: | \$50.00 | \$40.00 | 20.00% | Cost is per full time employee, per month, based on multi-year contract. |
| Cloudflare | VCP-CF-MAG-SM1YR | Magic Transit (small) provides always-on protection against volumetric and application-layer DDoS attacks. By absorbing and filtering malicious traffic at Cloudflare's edge—before it reaches the customer's infrastructure—it prevents service disruption and reduces load on local resources. | \$12,500.00 | \$10,125.00 | 19.00% | Pricing is structured as a monthly fee under a multi-year agreement. To establish Customer's bandwidth at the 95th percentile, Cloudflare will measure and record Customer's bandwidth usage at five (5) minute intervals from 00:00 on the first day of each month until 24:00:00 on the same date of the next month (as based on the UTC+8 time zone). Customer's bandwidth usage records (all clean bandwidth valued for all of the Customer's Internet Properties) for the entire month will then be sorted by Cloudflare in descending order and the top 5% of the recorded bandwidth values will be discarded. The highest bandwidth value in the remaining records will be deemed the billable bandwidth for that month. |

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
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| Cloudflare | VCP-CF-MAG-MD1YR | Magic Transit (medium) provides always-on protection against volumetric and application-layer DDoS attacks. By absorbing and filtering malicious traffic at Cloudflare's edge—before it reaches the customer's infrastructure—it prevents service disruption and reduces load on local resources. | \$17,500.00 | \$14,175.00 | 19.00% | Pricing is structured as a monthly fee under a multi-year agreement. To establish Customer's bandwidth at the 95th percentile, Cloudflare will measure and record Customer's bandwidth usage at five (5) minute intervals from 00:00 on the first day of each month until 24:00:00 on the same date of the next month (as based on the UTC+8 time zone). Customer's bandwidth usage records (all clean bandwidth valued for all of the Customer's Internet Properties) for the entire month will then be sorted by Cloudflare in descending order and the top 5% of the recorded bandwidth values will be discarded. The highest bandwidth value in the remaining records will be deemed the billable bandwidth for that month. |
| Cloudflare | VCP-CF-MAG-LG1YR | Magic Transit (large) provides always-on protection against volumetric and application-layer DDoS attacks. By absorbing and filtering malicious traffic at Cloudflare's edge—before it reaches the customer's infrastructure—it prevents service disruption and reduces load on local resources. | \$25,000.00 | \$20,250.00 | 19.00% | Pricing is structured as a monthly fee under a multi-year agreement. To establish Customer's bandwidth at the 95th percentile, Cloudflare will measure and record Customer's bandwidth usage at five (5) minute intervals from 00:00 on the first day of each month until 24:00:00 on the same date of the next month (as based on the UTC+8 time zone). Customer's bandwidth usage records (all clean bandwidth valued for all of the Customer's Internet Properties) for the entire month will then be sorted by Cloudflare in descending order and the top 5% of the recorded bandwidth values will be discarded. The highest bandwidth value in the remaining records will be deemed the billable bandwidth for that month. |
| Cloudflare | VCP-CF-R2S-1TB | Cloudflare R2 is a cloud object storage service that offers organizations a highly performant, low-cost, and egress-free alternative to other providers. It is designed to store unstructured data such as images, video files, backups, logs, and application assets—without the data transfer (egress) fees commonly charged by other cloud providers. | \$19.86 | \$16.00 | 19.44% | Cost is per TB per Month and includes 1 million Class A operations and 1 million Class B operations. |
| Cloudflare | VCP-CF-R2S-CLA | Cloudflare R2 Class A transaction refers to a read operation that lists or retrieves metadata about objects in your R2 bucket | \$4.50 | \$4.50 | 0.00% | Cost per million Class A transactions a month. |
| Cloudflare | VCP-CF-R2S-CLB | A Cloudflare R2 Class B transaction refers to write and delete operations, as well as actual data transfer when retrieving full objects from R2 | \$0.36 | \$0.36 | 0.00% | Cost per million Class B transactions a month. |
| Cloudflare | VCP-CF-DNS-SM1YR | Enterprise DNS Small | \$1,000.00 | \$792.00 | 20.80% | Monthly Cost based on LookUps, 1 Year Contract |
| Cloudflare | VCP-CF-DNS-MD1YR | Enterprise DNS Medium | \$2,500.00 | \$1,980.00 | 20.80% | Monthly Cost based on LookUps, 1 Year Contract |
| Cloudflare | VCP-CF-DNS-LG1YR | Enterprise DNS Large | \$4,500.00 | \$3,564.00 | 20.80% | Monthly Cost based on LookUps, 1 Year Contract |
| Cloudflare | VCP-CF-DNS-XL1YR | Enterprise DNS Large | \$7,500.00 | \$5,940.00 | 20.80% | Monthly Cost based on LookUps, 1 Year Contract |
| Cloudflare | VCP-CF-WRK-10M | Cloudflare Workers is a serverless compute platform that allows developers to run lightweight code and applications directly at the edge of Cloudflare's global network—close to end users. This enables ultra-low latency, high-performance execution without the need to manage infrastructure or servers. | \$5.00 | \$5.00 | 0.00% | Pricing covers first 10 million requests and 30 million CPU milliseconds per month and can be bundled into enterprise agreements to integrate seamlessly with Cloudflare services like R2 (object storage), KV (key-value storage), Durable Objects (stateful coordination), and the Zero Trust platform. |
| Cloudflare | VCP-CF-WRK-1RQ | cost per million additional requests per month. | \$0.30 | \$0.30 | 0.00% | Overage costs |
| Cloudflare | VCP-CF-WRK-1GB | cost per million GB-seconds of compute per month. | \$0.02 | \$0.02 | 0.00% | Overage costs |
| Cloudflare | VCP-CF-5IP-MTH | Static IPs - IP Sets | \$3,000.00 | \$2,200.00 | 26.67% | Monthly cost for a set of 5 static IPs |
| Cloudflare | VCP-CF-IPE-MTH | Static IPs for CDN Egress - IP Static | \$9,000.00 | \$7,290.00 | 19.00% | Monthly cost for static IPs |
| Cloudflare | VCP-CF-IPS-MTH | Static IPs for Spectrum - IPs | \$1,500.00 | \$1,215.00 | 19.00% | Monthly cost for static IPs |
| Qualys | VCP-Q-P-VMDBR | Vulnerability Management, Detection and Response (VMDBR) | \$39.17 | \$35.25 | 10.00% | Cost per Assets/QLUs/Models |

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| Qualys | VCP-Q-P-ICS-VMODR | VMODR for Industrial Control Systems | \$39.17 | \$35.25 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-SEM | Qualys Secure Enterprise Mobility | \$39.17 | \$35.25 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-TotalCloud | Qualys TotalCloud with FlexScan (based on QLUs) | \$39.17 | \$35.25 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-SaaSADR | Qualys SaaSADR - QLU (1 User, All Apps = 1 QLU) | \$39.17 | \$35.25 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-EDR | Endpoint Detection and Response EDR | \$23.91 | \$21.52 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-EDR-AM | Endpoint Detection and Response EDR with Anti-Malware | \$28.97 | \$26.07 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-CAR | Custom Assessment and Remediation | \$34.52 | \$31.07 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-POL | Policy Audit/Policy Compliance | \$106.00 | \$95.40 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-AuditFix | Audit Fix | \$53.00 | \$47.70 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-E-PUB-FIM | Agent - FIM | \$175.00 | \$157.50 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-PM | Agent - PM | \$24.00 | \$21.60 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-ELIMINATE | Qualys TruRisk Eliminate | \$48.00 | \$43.20 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-TOTALAPPSEC | Qualys TotalAppSec | \$623.40 | \$561.06 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-CSAM | CyberSecurity Asset Management | \$28.07 | \$25.26 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-TOTALAI | Qualys TotalAI (number of models) | \$2,125.00 | \$1,912.50 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-P-ZLINUX | Z Linux Agent (VM, PC) | \$267.75 | \$240.98 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-QGSA-6120-A1 | QG Scanner Appliance - Hardware | \$3,295.00 | \$2,965.50 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-AP1 | Enterprise + CIPS | \$29,995.00 | \$26,995.50 | 10.00% | Cost per Assets/QLUs/Models |
| Qualys | VCP-Q-SUPP | Optimization & Managed Services | \$72.00 | \$64.80 | 10.00% | Cost per Assets/QLUs/Models |
| Thrive | VCP-TRV-MSP-SML | This SKU represents a comprehensive, fully managed infrastructure package designed specifically for public-sector organizations, including school districts, charter schools, municipalities, and cooperative entities. Delivered as a monthly subscription, this service provides end-to-end management of core cybersecurity infrastructure, eliminating the need for capital investment in hardware, patching cycles, or dedicated internal staffing. | \$14,000.00 | \$12,600.00 | 10.00% | Monthly cost. Custom SOW |
| Thrive | VCP-MSP-MDR-SML | Fully managed EDR from 500 to 5000 users. | \$75.00 | \$67.50 | 10.00% | Yearly cost per user. |
| Thrive | VCP-MSP-MDR-MED | Fully managed EDR for up to 5001 to 15000 users. | \$75.00 | \$63.75 | 15.00% | Yearly cost per user. |
| Thrive | VCP-MSP-MDR-LRG | Fully managed EDR for up to 15001 to 30000 users. | \$75.00 | \$60.00 | 20.00% | Yearly cost per user. |
| Thrive | VCP-MSP-MDR-XLR | Fully managed EDR for over 30000 users. | \$75.00 | \$57.75 | 23.00% | Yearly cost per user. |
| Thrive | VCP-MSP-DRaS | Disaster Recovery as a Service to Azure. SKU Represents Replication of On-Premise or Cloud VMware or Hyper-V virtual servers to Microsoft Azure cloud with 24 hour journal retention. Recovery of protected virtual servers in Microsoft Azure cloud upon Client declaration of disaster. Failback from Microsoft Azure cloud to Production virtual servers upon Client request. Annual simulated virtual server level recovery of protected virtual servers. | \$3,500.00 | \$2,975.00 | 15.00% | Monthly Cost per Server. |
| Thrive | VCP-MSP-MBRC | Managed Backup and Restore Cloud. SKU Represents Daily backup of Thrive Cloud virtual Windows or Linux servers to a Thrive local backup storage repository. 30 day data retention policy. Optional daily offsite copy of data backups to secondary Thrive datacenter. (Requires additional offsite storage) | \$1,000.00 | \$850.00 | 15.00% | Monthly Cost per Server. |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|-------------|-------------------|-------------------|--|
| Thrive | VCP-MSP-MBRP | Thrive Managed Backup and Restore On Premise. SKU represents Daily backup of virtual or physical Windows or Linux servers to a local Thrive Backup Storage Appliance(s) installed in the Client network. Configuration and management of local Backup Storage Appliance(s) 30 day default data retention policy. Optional daily offsite copy of data backups to Thrive datacenter or Cloud Object Storage (Requires additional offsite storage to be contracted) If purchased, Thrive shall configure Cloud Object Storage based on use case contracted. | \$1,000.00 | \$850.00 | 15.00% | Monthly Cost per Server. |
| Thrive | VCP-MSP-TSAT | Thrive Security Awareness Training. SKU Represents Security Awareness Training (SAT) ensures your employees understand the mechanisms of spam, phishing, spear phishing, malware, ransomware and social engineering using training materials and targeted user campaigns aimed at improving awareness of and response to security threats. | \$35.00 | \$29.75 | 15.00% | Yearly Cost per User. |
| Thrive | VCP-MSP-CCPS | SKU Represents Cybersecurity, Cloud Solutions, Global network Management, Compliance and Regulations, Professional Service | \$50.00 | \$42.50 | 15.00% | Monthly Cost per User |
| Smarsh | VCP-PROD-001341 | Use this product to pass through Microsoft's API Usage over fees. This applies when a Cloud Capture or a Professional Archive client exceeds their MS Teams Export API usage of 1600 messages per month per user. Microsoft will provide a report to Smarsh with the message totals for the given client. The report will be modified by Support and shared by the CSM. More information Payment models and licensing requirements for Microsoft Teams APIs - Microsoft Graph https://learn.microsoft.com/en-us/graph/teams-licenses . To calculate the overage enter the quantity to the nearest 1000th. Example: If the number of overage messages is 15000, add 15 to the quantity to get the accurate cost. | \$0.75 | \$0.73 | 3.00% | Use this product to pass through Microsoft's API Usage over fees. This applies when a Cloud Capture or a Professional Archive client exceeds their MS Teams Export API usage of 1600 messages per month per user. Microsoft will provide a report to Smarsh with the message totals for the given client. The report will be modified by Support and shared by the CSM. More information Payment models and licensing requirements for Microsoft Teams APIs - Microsoft Graph https://learn.microsoft.com/en-us/graph/teams-licenses . To calculate the overage enter the quantity to the nearest 1000th. Example: If the number of overage messages is 15000, add 15 to the quantity to get the accurate cost. |
| Smarsh | VCP-PROD-001348 | Capture of Webex Teams for a Cloud Capture deployment in AWS. | \$24.00 | \$23.28 | 3.00% | Capture of Webex Teams for a Cloud Capture deployment in AWS. |
| Smarsh | VCP-PROD-000897 | CDS Media - USB Hard Drive (Standard). | \$250.00 | \$242.50 | 3.00% | CDS Media - USB Hard Drive (Standard). |
| Smarsh | VCP-PROD-000901 | CDS Pro Archive Export Service: Burn customer query results to media & ship. | \$250.00 | \$242.50 | 3.00% | CDS Pro Archive Export Service: Burn customer query results to media & ship. |
| Smarsh | VCP-PROD-000902 | CDS Media - BluRay. | \$20.00 | \$19.40 | 3.00% | CDS Media - BluRay. |
| Smarsh | VCP-PROD-000905 | CDS Pro Archive Criteria Export: (\$ 500 minimum fee + Criteria Score Fee) Doubled to Expedite. | \$1,500.00 | \$1,455.00 | 3.00% | CDS Pro Archive Criteria Export: (\$ 500 minimum fee + Criteria Score Fee) Doubled to Expedite. |
| Smarsh | VCP-PROD-000906 | CDS Pro Archive Criteria Export: \$1,000 minimum fee + Criteria Score Fee. | \$1,000.00 | \$970.00 | 3.00% | CDS Pro Archive Criteria Export: \$1,000 minimum fee + Criteria Score Fee. |
| Smarsh | VCP-PROD-000907 | CDS Pro Archive Criteria Export: (\$1,000 minimum fee + Criteria Score Fee) Doubled to Expedite. | \$3,000.00 | \$2,910.00 | 3.00% | CDS Pro Archive Criteria Export: (\$1,000 minimum fee + Criteria Score Fee) Doubled to Expedite. |
| Smarsh | VCP-PROD-000909 | CDS Pro Archive Criteria Export: \$2000 minimum fee + Criteria Score Fee. | \$2,000.00 | \$1,940.00 | 3.00% | CDS Pro Archive Criteria Export: \$2000 minimum fee + Criteria Score Fee. |
| Smarsh | VCP-PROD-000351 | Fee for work performed outside of regular business hours based on region. | \$150.00 | \$145.50 | 3.00% | Fee for work performed outside of regular business hours based on region. |
| Smarsh | VCP-PROD-000349 | Fee for work performed outside of regular business hours based on region. | \$150.00 | \$145.50 | 3.00% | Fee for work performed outside of regular business hours based on region. |
| Smarsh | VCP-PROD-000652 | Premium offering for Broker/Dealers, Named resources, Enhanced response, SmarshU Training. | \$66,000.00 | \$64,020.00 | 3.00% | Premium offering for Broker/Dealers, Named resources, Enhanced response, SmarshU Training. |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|--------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-000653 | Expert resources are assigned to deliver support specifically for sophisticated business or technical needs and product usage. Communications and touchpoints are tailored to ensure business outcomes are achieved. Access to premium resources, learning, conferences, and Smarsh team members. Sold via standard SOW. Pricing: \$10K MRR. Standard SLAs. | \$132,000.00 | \$128,040.00 | 3.00% | Expert resources are assigned to deliver support specifically for sophisticated business or technical needs and product usage. Communications and touchpoints are tailored to ensure business outcomes are achieved. Access to premium resources, learning, conferences, and Smarsh team members. Sold via standard SOW. Pricing: \$10K MRR. Standard SLAs. |
| Smarsh | VCP-PROD-000211 | Capture of Microsoft Teams for a cloud capture deployment in Azure | \$24.00 | \$23.28 | 3.00% | Capture of Microsoft Teams for a cloud capture deployment in Azure |
| Smarsh | VCP-PROD-000217 | Capture of Microsoft Teams using Webhooks for a cloud capture deployment in Azure | \$24.00 | \$23.28 | 3.00% | Capture of Microsoft Teams using Webhooks for a cloud capture deployment in Azure |
| Smarsh | VCP-PROD-000188 | Capture of Slack for a cloud capture deployment in AWS | \$24.00 | \$23.28 | 3.00% | Capture of Slack for a cloud capture deployment in AWS |
| Smarsh | VCP-PROD-000190 | Capture of Slack for a cloud capture deployment in Azure | \$24.00 | \$23.28 | 3.00% | Capture of Slack for a cloud capture deployment in Azure |
| Smarsh | VCP-PROD-000168 | Onboarding Services for Cloud Capture (per channel - new deployment). | \$5,000.00 | \$4,850.00 | 3.00% | Onboarding Services for Cloud Capture (per channel - new deployment). |
| Smarsh | VCP-PROD-000167 | Onboarding Services for Cloud Capture (custom - approval required). | \$300.00 | \$291.00 | 3.00% | Onboarding Services for Cloud Capture (custom - approval required). |
| Smarsh | VCP-PROD-000166 | Onboarding Services for Cloud Capture (per channel - existing deployment) | \$2,500.00 | \$2,425.00 | 3.00% | Onboarding Services for Cloud Capture (per channel - existing deployment) |
| Smarsh | VCP-PROD-000157 | MobileGuard Platform for ST. | \$60,000.00 | \$58,200.00 | 3.00% | MobileGuard Platform for ST. |
| Smarsh | VCP-PROD-000173 | Rogers capture for MobileGuard multi-tenant. | \$120.00 | \$116.40 | 3.00% | Rogers capture for MobileGuard multi-tenant. |
| Smarsh | VCP-PROD-000223 | US Cellular capture for MobileGuard multi tenant. | \$120.00 | \$116.40 | 3.00% | US Cellular capture for MobileGuard multi tenant. |
| Smarsh | VCP-PROD-000330 | Vodafone SMS capture for MobileGuard multi tenant. | \$120.00 | \$116.40 | 3.00% | Vodafone SMS capture for MobileGuard multi tenant. |
| Smarsh | VCP-PROD-000175 | Rogers capture for MobileGuard single-tenant. | \$120.00 | \$116.40 | 3.00% | Rogers capture for MobileGuard single-tenant. |
| Smarsh | VCP-PROD-000225 | US Cellular capture for MobileGuard single tenant. | \$120.00 | \$116.40 | 3.00% | US Cellular capture for MobileGuard single tenant. |
| Smarsh | VCP-PROD-000169 | Smarsh will provide Onboarding Services for MobileGuard. The QuickStart package is for multi-tenant environments only and for up to 200 connections. This is a one time fee per communication channel. | \$1,000.00 | \$970.00 | 3.00% | Smarsh will provide Onboarding Services for MobileGuard. The QuickStart package is for multi-tenant environments only and for up to 200 connections. This is a one time fee per communication channel. |
| Smarsh | VCP-PROD-000170 | Onboarding Services for MobileGuard (single-tenant). | \$22,500.00 | \$21,825.00 | 3.00% | Onboarding Services for MobileGuard (single-tenant). |
| Smarsh | VCP-PROD-000227 | US Cellular capture for MobileGuard server. | \$49.00 | \$47.53 | 3.00% | US Cellular capture for MobileGuard server. |
| Smarsh | VCP-PROD-000177 | Rogers capture for Mobileguard on-prem/server deployment. | \$49.00 | \$47.53 | 3.00% | Rogers capture for Mobileguard on-prem/server deployment. |
| Smarsh | VCP-PROD-000158 | Onboarding services for mobile platforms which includes all mobile platforms in any deployment model. This Onboarding product is required for all channels deployed on the new Capture Mobile platform. Recommend connections: 500+. | \$300.00 | \$291.00 | 3.00% | Onboarding services for mobile platforms which includes all mobile platforms in any deployment model. This Onboarding product is required for all channels deployed on the new Capture Mobile platform. Recommend connections: 500+. |
| Smarsh | VCP-PROD-000345 | Fee for work performed outside of regular business hours based on region. | \$150.00 | \$145.50 | 3.00% | Fee for work performed outside of regular business hours based on region. |
| Smarsh | VCP-PROD-000413 | Capture instant messages from the Zoom platform. Captured using the Smarsh Partner API. **MUST BE APPROVED BY CORP PRODUCT TEAM.** | \$120.00 | \$116.40 | 3.00% | Capture instant messages from the Zoom platform. Captured using the Smarsh Partner API. **MUST BE APPROVED BY CORP PRODUCT TEAM.** |
| Smarsh | VCP-PROD-000414 | IM content that is archived as an email message. This applies to a client that is using a 3rd party capture solution (non Smarsh solution) to archive content. Should ONLY be used when a specific channel is not available within Unified Commercial Model. | \$120.00 | \$116.40 | 3.00% | IM content that is archived as an email message. This applies to a client that is using a 3rd party capture solution (non Smarsh solution) to archive content. Should ONLY be used when a specific channel is not available within Unified Commercial Model. |
| Smarsh | VCP-PROD-000415 | Social media content that is archived as an email message. Should only be used when client is using a 3rd party capture solution (non smarsh solution) to archive content. | \$85.00 | \$82.45 | 3.00% | Social media content that is archived as an email message. Should only be used when client is using a 3rd party capture solution (non smarsh solution) to archive content. |
| Smarsh | VCP-PROD-000417 | Capture AT&T text messages. | \$120.00 | \$116.40 | 3.00% | Capture AT&T text messages. |

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| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|-------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-000424 | Capture of email messages. Cannot be used for email marketing, domino, or salesforce email capture. | \$85.00 | \$82.45 | 3.00% | Capture of email messages. Cannot be used for email marketing, domino, or salesforce email capture. |
| Smarsh | VCP-PROD-000435 | Files that are archived as email. Can only be used when client is using a 3rd party capture solution (non smarsh solution) to archive. Common use case is archiving Sharepoint, video, or audio. Billed per user connection and storage consumption per GB. | \$65.00 | \$63.05 | 3.00% | Files that are archived as email. Can only be used when client is using a 3rd party capture solution (non smarsh solution) to archive. Common use case is archiving Sharepoint, video, or audio. Billed per user connection and storage consumption per GB. |
| Smarsh | VCP-PROD-000440 | Capture of Verizon text messages. | \$148.00 | \$143.56 | 3.00% | Capture of Verizon text messages. |
| Smarsh | VCP-PROD-000548 | Provides employees access to all their email communications within the archive. Must be sold with email archiving service. | \$60.00 | \$58.20 | 3.00% | Provides employees access to all their email communications within the archive. Must be sold with email archiving service. |
| Smarsh | VCP-PROD-000550 | Active Directory sync to manage Group structures and populates person identifiers in Professional Archive. PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Active Directory sync to manage Group structures and populates person identifiers in Professional Archive. PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000551 | Automated LDIF import process creates Group structures and populates person identifiers in Professional Cloud without manual intervention. PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Automated LDIF import process creates Group structures and populates person identifiers in Professional Cloud without manual intervention. PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000552 | Single Sign-On is an access technology allowing a single set of credentials to grant a user access to multiple connected systems, without requiring multiple usernames or passwords. PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Single Sign-On is an access technology allowing a single set of credentials to grant a user access to multiple connected systems, without requiring multiple usernames or passwords. PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000553 | A DVD copy of a client's data will be shipped to them monthly. | \$600.00 | \$582.00 | 3.00% | A DVD copy of a client's data will be shipped to them monthly. |
| Smarsh | VCP-PROD-000562 | Client is no longer archiving new data and requires access to historical archived data. Cost is based on existing archive size in GB. | \$15.00 | \$14.55 | 3.00% | Client is no longer archiving new data and requires access to historical archived data. Cost is based on existing archive size in GB. |
| Smarsh | VCP-PROD-000574 | A value added module that enables capture of a suite of relevant Box interactions for compliance archive | \$25,000.00 | \$24,250.00 | 3.00% | A value added module that enables capture of a suite of relevant Box interactions for compliance archive |
| Smarsh | VCP-PROD-000575 | A value added module that enables capture of a suite of relevant Box interactions for compliance archive | \$21.00 | \$20.37 | 3.00% | A value added module that enables capture of a suite of relevant Box interactions for compliance archive |
| Smarsh | VCP-PROD-000576 | Installation and configuration for the Box VAM | \$25,000.00 | \$24,250.00 | 3.00% | Installation and configuration for the Box VAM |
| Smarsh | VCP-PROD-000624 | Silver platform package designed for clients with less than 20 connections that need supervision and discovery capabilities. | \$600.00 | \$582.00 | 3.00% | Silver platform package designed for clients with less than 20 connections that need supervision and discovery capabilities. |
| Smarsh | VCP-PROD-000625 | Gold platform package designed for businesses with 50-200 connections that need supervision and discovery capabilities. | \$1,000.00 | \$970.00 | 3.00% | Gold platform package designed for businesses with 50-200 connections that need supervision and discovery capabilities. |
| Smarsh | VCP-PROD-000632 | Active Directory sync to manage Group structures and populates person identifiers in Professional Archive. PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Active Directory sync to manage Group structures and populates person identifiers in Professional Archive. PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000955 | Capture and archiving of Youtube video. | \$144.00 | \$139.68 | 3.00% | Capture and archiving of Youtube video. |
| Smarsh | VCP-PROD-000448 | Capture RingCentral text message. Captured using the Partner API. | \$120.00 | \$116.40 | 3.00% | Capture RingCentral text message. Captured using the Partner API. |
| Smarsh | VCP-PROD-000964 | Professional Archive sends a duplicate copy of content we receive to an external destination via SMTP. Client must provide a destination in email address format. | \$60.00 | \$58.20 | 3.00% | Professional Archive sends a duplicate copy of content we receive to an external destination via SMTP. Client must provide a destination in email address format. |
| Smarsh | VCP-PROD-000509 | Onboarding Services for Pro Archive AD Sync. | \$1,800.00 | \$1,746.00 | 3.00% | Onboarding Services for Pro Archive AD Sync. |
| Smarsh | VCP-PROD-000511 | Onboarding Services for Pro Archive (per channel - new deployment) Connections: 200+, Recommended for Platinum/GOV/E-Discovery. | \$8,050.00 | \$7,808.50 | 3.00% | Onboarding Services for Pro Archive (per channel - new deployment) Connections: 200+, Recommended for Platinum/GOV/E-Discovery. |
| Smarsh | VCP-PROD-000512 | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: 200+, Recommended for Platinum/GOV/E-Discovery. | \$6,037.00 | \$5,855.89 | 3.00% | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: 200+, Recommended for Platinum/GOV/E-Discovery. |
| Smarsh | VCP-PROD-000513 | Onboarding Services for Pro Archive (custom - approval required). | \$175.00 | \$169.75 | 3.00% | Onboarding Services for Pro Archive (custom - approval required). |

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|--------|-----------------|--|-------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-000515 | Onboarding Services for Pro Archive LDIF. | \$1,800.00 | \$1,746.00 | 3.00% | Onboarding Services for Pro Archive LDIF. |
| Smarsh | VCP-PROD-000518 | Onboarding Services for Pro Archive (per channel - new deployment) Connections: Up to 200, Recommended for Silver/Gold/SMG. | \$700.00 | \$679.00 | 3.00% | Onboarding Services for Pro Archive (per channel - new deployment) Connections: Up to 200, Recommended for Silver/Gold/SMG. |
| Smarsh | VCP-PROD-000519 | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: Up to 200, Recommended for Silver/Gold/SMG. | \$525.00 | \$509.25 | 3.00% | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: Up to 200, Recommended for Silver/Gold/SMG. |
| Smarsh | VCP-PROD-000520 | Onboarding Services for Pro Archive Single Sign-on (SSO) integration. | \$540.00 | \$523.80 | 3.00% | Onboarding Services for Pro Archive Single Sign-on (SSO) integration. |
| Smarsh | VCP-PROD-000521 | Onboarding Services for Pro Archive (per channel - new deployment) Connections: 200+, Recommended for Gold/GOV/E-Discovery. | \$2,100.00 | \$2,037.00 | 3.00% | Onboarding Services for Pro Archive (per channel - new deployment) Connections: 200+, Recommended for Gold/GOV/E-Discovery. |
| Smarsh | VCP-PROD-000522 | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: 200+, Recommended for Gold/GOV/E-Discovery. | \$1,575.00 | \$1,527.75 | 3.00% | Onboarding Services for Pro Archive (per channel - existing deployment) Connections: 200+, Recommended for Gold/GOV/E-Discovery. |
| Smarsh | VCP-PROD-000523 | Onboarding Services for Pro Archive (per domain - new deployment). | \$500.00 | \$485.00 | 3.00% | Onboarding Services for Pro Archive (per domain - new deployment). |
| Smarsh | VCP-PROD-000524 | Onboarding Services for Pro Archive (per domain - existing deployment). | \$200.00 | \$194.00 | 3.00% | Onboarding Services for Pro Archive (per domain - existing deployment). |
| Smarsh | VCP-PROD-000581 | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. | \$3,300.00 | \$3,201.00 | 3.00% | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. |
| Smarsh | VCP-PROD-000582 | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. | \$6,600.00 | \$6,402.00 | 3.00% | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. |
| Smarsh | VCP-PROD-000583 | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. | \$13,200.00 | \$12,804.00 | 3.00% | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. |
| Smarsh | VCP-PROD-000584 | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. | \$9,900.00 | \$9,603.00 | 3.00% | On-Site instructor led hands-on course on Smarsh product. Extra cost for instructor travel and living expenses. |
| Smarsh | VCP-PROD-000585 | Dedicated remote instructor led hands-on course on Smarsh product. | \$3,300.00 | \$3,201.00 | 3.00% | Dedicated remote instructor led hands-on course on Smarsh product. |
| Smarsh | VCP-PROD-000586 | Dedicated remote instructor led hands-on course on Smarsh product. | \$6,600.00 | \$6,402.00 | 3.00% | Dedicated remote instructor led hands-on course on Smarsh product. |
| Smarsh | VCP-PROD-000587 | Dedicated remote instructor led hands-on course on Smarsh product. | \$13,200.00 | \$12,804.00 | 3.00% | Dedicated remote instructor led hands-on course on Smarsh product. |
| Smarsh | VCP-PROD-000588 | Dedicated remote instructor led hands-on course on Smarsh product. | \$9,900.00 | \$9,603.00 | 3.00% | Dedicated remote instructor led hands-on course on Smarsh product. |
| Smarsh | VCP-PROD-000589 | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. | \$3,294.50 | \$3,195.67 | 3.00% | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. |
| Smarsh | VCP-PROD-000590 | Access to a one day of instructor led training offered via Smarsh University public class schedule. Access to one full day class or two shorter classes. | \$880.00 | \$853.60 | 3.00% | Access to a one day of instructor led training offered via Smarsh University public class schedule. Access to one full day class or two shorter classes. |
| Smarsh | VCP-PROD-000591 | Access to a one and a half day of instructor led training offered via Smarsh University public class schedule. Access to one-and-a-half-day class or three shorter (4 hours or less each) classes. | \$1,320.00 | \$1,280.40 | 3.00% | Access to a one and a half day of instructor led training offered via Smarsh University public class schedule. Access to one-and-a-half-day class or three shorter (4 hours or less each) classes. |
| Smarsh | VCP-PROD-000592 | Access to a two day of instructor led training offered via Smarsh University public class schedule. Access to two day class or four shorter (4 hours or less each) classes. | \$1,760.00 | \$1,707.20 | 3.00% | Access to a two day of instructor led training offered via Smarsh University public class schedule. Access to two day class or four shorter (4 hours or less each) classes. |
| Smarsh | VCP-PROD-000593 | Access to a three day of instructor led training offered via Smarsh University public class schedule. Access to three day class or six shorter (4 hours or less each) classes. | \$2,640.00 | \$2,560.80 | 3.00% | Access to a three day of instructor led training offered via Smarsh University public class schedule. Access to three day class or six shorter (4 hours or less each) classes. |
| Smarsh | VCP-PROD-000594 | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. | \$3,294.50 | \$3,195.67 | 3.00% | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. |

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|--------|-----------------|--|------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-000595 | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. | \$1,094.50 | \$1,061.67 | 3.00% | Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams. |
| Smarsh | VCP-PROD-000596 | Access to Smarsh University web-based (WBT) courses and certification exams. | \$434.50 | \$421.47 | 3.00% | Access to Smarsh University web-based (WBT) courses and certification exams. |
| Smarsh | VCP-PROD-000597 | Fee to retain data longer than the include retention period. Required SKU when using "Capture & Archive - Professional Archive" SKU. | \$2.50 | \$2.43 | 3.00% | Fee to retain data longer than the include retention period. Required SKU when using "Capture & Archive - Professional Archive" SKU. |
| Smarsh | VCP-PROD-000598 | Silver platform package includes supervision and discovery capabilities. Best suited for business of 20 or less employees. Refer to feature matrix for full list of capabilities. | \$850.00 | \$824.50 | 3.00% | Silver platform package includes supervision and discovery capabilities. Best suited for business of 20 or less employees. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000599 | Gold platform package includes supervision & discovery capabilities. Scale your business, increase productivity, and keep your compliance team connected. Firms 20+ regulated employees. Refer to feature matrix for full list of capabilities. | \$1,600.00 | \$1,552.00 | 3.00% | Gold platform package includes supervision & discovery capabilities. Scale your business, increase productivity, and keep your compliance team connected. Firms 20+ regulated employees. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000600 | Platinum platform package includes supervision & discovery capabilities. For the most demanding enterprises - all the flexibility to meet your regulatory requirements, and all the power to match your growth Firms of 500+ regulated employees. Refer to feature matrix for full list of capabilities. | \$9,000.00 | \$8,730.00 | 3.00% | Platinum platform package includes supervision & discovery capabilities. For the most demanding enterprises - all the flexibility to meet your regulatory requirements, and all the power to match your growth Firms of 500+ regulated employees. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000601 | SMG platform package designed for government clients with less than 200 connections that need archiving and E-discovery capabilities. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. | \$850.00 | \$824.50 | 3.00% | SMG platform package designed for government clients with less than 200 connections that need archiving and E-discovery capabilities. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000602 | GOV platform package designed for government clients with 500 - 5000 connections that need archiving and E-discovery capabilities. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. | \$6,500.00 | \$6,305.00 | 3.00% | GOV platform package designed for government clients with 500 - 5000 connections that need archiving and E-discovery capabilities. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000603 | E-Discovery platform package is designed for non-finserv clients needing only archiving and E-discovery capabilities. Connections start at 100. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. | \$4,500.00 | \$4,365.00 | 3.00% | E-Discovery platform package is designed for non-finserv clients needing only archiving and E-discovery capabilities. Connections start at 100. Does not include Supervision functionality. Refer to feature matrix for full list of capabilities. |
| Smarsh | VCP-PROD-000606 | There is a charge for every unique domain that is captured. Domain Fee & Page Fee must both be on the same quote. | \$1,200.00 | \$1,164.00 | 3.00% | There is a charge for every unique domain that is captured. Domain Fee & Page Fee must both be on the same quote. |
| Smarsh | VCP-PROD-000608 | There is a charge for every page that is required to be captured. Domain Fee & Page Fee must both be on the same quote. | \$6.00 | \$5.82 | 3.00% | There is a charge for every page that is required to be captured. Domain Fee & Page Fee must both be on the same quote. |
| Smarsh | VCP-PROD-000610 | The bundle includes capture & archive for all Professional Archive channels except premium or voice channels. The Premium Adj product is required when using this bundle. | \$200.00 | \$194.00 | 3.00% | The bundle includes capture & archive for all Professional Archive channels except premium or voice channels. The Premium Adj product is required when using this bundle. |
| Smarsh | VCP-PROD-000612 | Channels deemed premium have an additional charge and not included in the standard capture & archive fee. This product is required for any quote using the "Capture & Archive" product. | \$28.00 | \$27.16 | 3.00% | Channels deemed premium have an additional charge and not included in the standard capture & archive fee. This product is required for any quote using the "Capture & Archive" product. |
| Smarsh | VCP-PROD-000614 | There is a charge for every unique video channel that is captured. Channel Fee & Video Fee must both be on the same quote. | \$1,200.00 | \$1,164.00 | 3.00% | There is a charge for every unique video channel that is captured. Channel Fee & Video Fee must both be on the same quote. |
| Smarsh | VCP-PROD-000616 | There is a charge for every unique video channel that is captured. Channel Fee & Video Fee must both be on the same quote. | \$60.00 | \$58.20 | 3.00% | There is a charge for every unique video channel that is captured. Channel Fee & Video Fee must both be on the same quote. |

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-000633 | Automated LDIF import process creates Group structures and populates person identifiers in Professional Cloud without manual intervention. PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Automated LDIF import process creates Group structures and populates person identifiers in Professional Cloud without manual intervention. PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000634 | Single Sign-On is an access technology allowing a single set of credentials to grant a user access to multiple connected systems, without requiring multiple usernames or passwords PS fees are not included to enable these services. | \$3,000.00 | \$2,910.00 | 3.00% | Single Sign-On is an access technology allowing a single set of credentials to grant a user access to multiple connected systems, without requiring multiple usernames or passwords PS fees are not included to enable these services. |
| Smarsh | VCP-PROD-000646 | Onboarding Services for Nuclei. | \$5,500.00 | \$5,335.00 | 3.00% | Onboarding Services for Nuclei. |
| Smarsh | VCP-PROD-000760 | This is the storage fee that is required for Professional Archive deals. Only applies to Voice content | \$2.50 | \$2.43 | 3.00% | This is the storage fee that is required for Professional Archive deals. Only applies to Voice content |
| Smarsh | VCP-PROD-000648 | Materials for ProArch Customers - This toolkit helps IT, compliance teams, and end users plan, prepare, support, and aid in making organizational change as they adopt a Smarsh product or service. | \$4,800.00 | \$4,656.00 | 3.00% | Materials for ProArch Customers - This toolkit helps IT, compliance teams, and end users plan, prepare, support, and aid in making organizational change as they adopt a Smarsh product or service. |
| Smarsh | VCP-PROD-000649 | Set of template supervision policies crafted and regularly reviewed by our regulatory experts. | \$110.00 | \$106.70 | 3.00% | Set of template supervision policies crafted and regularly reviewed by our regulatory experts. |
| Smarsh | VCP-PROD-000732 | One (1) 90-minute training session via webinar, 15 person limit. | \$2,000.00 | \$1,940.00 | 3.00% | One (1) 90-minute training session via webinar, 15 person limit. |
| Smarsh | VCP-PROD-000655 | Annual tuning of Policies for Pro Archive. Policy Library Asset required, this does not include tuning of customer's policies. | \$6,600.00 | \$6,402.00 | 3.00% | Annual tuning of Policies for Pro Archive. Policy Library Asset required, this does not include tuning of customer's policies. |
| Smarsh | VCP-PROD-000656 | Replaced with Policy Tuning - Professional Archive (PROD-001947). | \$599.00 | \$581.03 | 3.00% | Replaced with Policy Tuning - Professional Archive (PROD-001947). |
| | | One-time setup of supervision services to configure: | | | | One-time setup of supervision services to configure: |
| | | Quickstart: 1-3 queues, 1-5 saved searches, 1-2 policies. | | | | Quickstart: 1-3 queues, 1-5 saved searches, 1-2 policies. |
| | | Standard: 1-3 queues, 1-5 saved searches, 1-2 policies + Role development and Policy tuning. | | | | Standard: 1-3 queues, 1-5 saved searches, 1-2 policies + Role development and Policy tuning. |
| Smarsh | VCP-PROD-000643 | Advanced: 1-10 queues, 1-10 saved searches/policies + Role development and Policy tuning. | \$2.50 | \$2.43 | 3.00% | Advanced: 1-10 queues, 1-10 saved searches/policies + Role development and Policy tuning. |
| | | Custom: 1-100 queues, 1-20 saved searches, 1-50 policies + Role development and Policy tuning. | | | | Custom: 1-100 queues, 1-20 saved searches, 1-50 policies + Role development and Policy tuning. |
| | | Fee to retain data longer than the include retention period. Should be included when using the Capture & Archive - Professional Archive AWS SKU. | | | | Fee to retain data longer than the include retention period. Should be included when using the Capture & Archive - Professional Archive AWS SKU. |
| Smarsh | VCP-PROD-000659 | Includes Optimization of Supervision Policies and workflows to reduce noise and surface risk, and a dedicated team of Smarsh Certified Reviewers to perform systematic reviews of e-communications and alert clients of messages that merit scrutiny. | \$1.32 | \$1.28 | 3.00% | Includes Optimization of Supervision Policies and workflows to reduce noise and surface risk, and a dedicated team of Smarsh Certified Reviewers to perform systematic reviews of e-communications and alert clients of messages that merit scrutiny. |
| Smarsh | VCP-PROD-000781 | Unify Phishing/SAT assists clients in preparing their employees for ever-changing cybersecurity threats. Smarsh Cyber Compliance offers best-in-class Phishing and Security Awareness Training solutions from KnowBe4 allowing clients to leverage extensive catalogs of phishing templates and security awareness training content for their teams. Phishing and SAT campaign results may be viewed within the client's Cyber Compliance portal, and may be leveraged as part of the Risk-Based Authentication flow, preventing non-compliant users from accessing corporate assets. | \$48.00 | \$46.56 | 3.00% | Unify Phishing/SAT assists clients in preparing their employees for ever-changing cybersecurity threats. Smarsh Cyber Compliance offers best-in-class Phishing and Security Awareness Training solutions from KnowBe4 allowing clients to leverage extensive catalogs of phishing templates and security awareness training content for their teams. Phishing and SAT campaign results may be viewed within the client's Cyber Compliance portal, and may be leveraged as part of the Risk-Based Authentication flow, preventing non-compliant users from accessing corporate assets. |
| Smarsh | VCP-PROD-000956 | Capture and archiving of Tik Tok video. | \$144.00 | \$139.68 | 3.00% | Capture and archiving of TikTok video. |

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|--------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-000908 | CDS Pro Archive Criteria Export: (\$2000 minimum fee + Criteria Score Fee) Doubled to Expedite. | \$6,000.00 | \$5,820.00 | 3.00% | CDS Pro Archive Criteria Export: (\$2000 minimum fee + Criteria Score Fee) Doubled to Expedite. |
| Smarsh | VCP-PROD-000910 | CDS Pro Archive Criteria Export: (Quoted minimum fee + Criteria Score Fee) Doubled to Expedite. | \$9,000.00 | \$8,730.00 | 3.00% | CDS Pro Archive Criteria Export: (Quoted minimum fee + Criteria Score Fee) Doubled to Expedite. |
| Smarsh | VCP-PROD-000898 | CDS Media - NAS Device. | \$20,000.00 | \$19,400.00 | 3.00% | CDS Media - NAS Device. |
| Smarsh | VCP-PROD-000904 | CDS Pro Archive Criteria Export: \$ 500 minimum fee + Criteria Score Fee. | \$500.00 | \$485.00 | 3.00% | CDS Pro Archive Criteria Export: \$ 500 minimum fee + Criteria Score Fee. |
| Smarsh | VCP-PROD-000934 | For T-Mobile sold Smarsh deals, applicable for only NON SLED/Fed deals. Capture & Archive - Uses MobileGuard for capture and archives the data to Pro Archive. NOT FOR USE BY SMARSH SALES. | \$120.00 | \$116.40 | 3.00% | For T-Mobile sold Smarsh deals, applicable for only NON SLED/Fed deals. Capture & Archive - Uses MobileGuard for capture and archives the data to Pro Archive. NOT FOR USE BY SMARSH SALES. |
| Smarsh | VCP-PROD-000888 | A dedicated client key is generated to encrypt client data. Client is NOT provided the key. Product should no longer be sold. | \$30,000.00 | \$29,100.00 | 3.00% | A dedicated client key is generated to encrypt client data. Client is NOT provided the key. Product should no longer be sold. |
| Smarsh | VCP-PROD-000915 | Migration of data to Pro Archive in GB (Imports are migrations). | \$7.00 | \$6.79 | 3.00% | Migration of data to Pro Archive in GB (Imports are migrations). |
| Smarsh | VCP-PROD-000889 | Add-on that gives client access to Discovery pages and features. Sold with the legacy platform packages Starter, Professional, & Enterprise packages . SKU should not be used unless client is on the heritage Smarsh commercial model. | \$3,000.00 | \$2,910.00 | 3.00% | Add-on that gives client access to Discovery pages and features. Sold with the legacy platform packages Starter, Professional, & Enterprise packages . SKU should not be used unless client is on the heritage Smarsh commercial model. |
| Smarsh | VCP-PROD-000927 | Social Media that is captured through Partner API or 3rd party solution (non-smarsh) where a specific channel SKU doesn't exist. | \$120.00 | \$116.40 | 3.00% | Social Media that is captured through Partner API or 3rd party solution (non-smarsh) where a specific channel SKU doesn't exist. |
| Smarsh | VCP-PROD-000957 | Capture of Microsoft Teams Export APU for a cloud capture deployment in AWS exporting to Enterprise Archive or 3rd party external archive but NOT applicable for Pro Arch customers. | \$24.00 | \$23.28 | 3.00% | Capture of Microsoft Teams Export APU for a cloud capture deployment in AWS exporting to Enterprise Archive or 3rd party external archive but NOT applicable for Pro Arch customers. |
| Smarsh | VCP-PROD-000899 | CDS Media - USB Hard Drive (High Capacity). | \$500.00 | \$485.00 | 3.00% | CDS Media - USB Hard Drive (High Capacity). |
| Smarsh | VCP-PROD-000890 | Add-on that gives client access to Supervision pages and features. Sold with the legacy platform packages Starter, Professional, & Enterprise packages . SKU should not be used unless client is on the heritage Smarsh commercial model. | \$300.00 | \$291.00 | 3.00% | Add-on that gives client access to Supervision pages and features. Sold with the legacy platform packages Starter, Professional, & Enterprise packages . SKU should not be used unless client is on the heritage Smarsh commercial model. |
| Smarsh | VCP-PROD-000900 | CDS Media - DVD. | \$10.00 | \$9.70 | 3.00% | CDS Media - DVD. |
| Smarsh | VCP-PROD-000911 | CDS Pro Archive Criteria Export: Quoted minimum fee + Criteria Score Fee. | \$3,000.00 | \$2,910.00 | 3.00% | CDS Pro Archive Criteria Export: Quoted minimum fee + Criteria Score Fee. |
| Smarsh | VCP-PROD-000925 | IM Channel that is captured through Partner API or 3rd party solution (non-smarsh) where a specific channel SKU doesn't exist. | \$120.00 | \$116.40 | 3.00% | IM Channel that is captured through Partner API or 3rd party solution (non-smarsh) where a specific channel SKU doesn't exist. |
| Smarsh | VCP-PROD-000990 | One-time fee for storing physical media (DVDs, Flash Drives, USB Drives). | \$120.00 | \$116.40 | 3.00% | One-time fee for storing physical media (DVDs, Flash Drives, USB Drives). |
| Smarsh | VCP-PROD-000989 | do not use, for migration only - Vanguard. | \$67,500.00 | \$65,475.00 | 3.00% | do not use, for migration only - Vanguard. |
| Smarsh | VCP-PROD-001002 | Capture of Dedicated Encryption for a cloud capture deployment in AWS. | \$100,000.00 | \$97,000.00 | 3.00% | Capture of Dedicated Encryption for a cloud capture deployment in AWS. |
| Smarsh | VCP-PROD-001041 | Capture of Other Audio/Video and archiving with Professional Archive | \$144.00 | \$139.68 | 3.00% | Capture of Other Audio/Video and archiving with Professional Archive |
| Smarsh | VCP-PROD-000982 | Conversion fee per GB for NSF to EML. | \$3.00 | \$2.91 | 3.00% | Conversion fee per GB for NSF to EML. |
| Smarsh | VCP-PROD-000983 | Conversion fee per GB for PST to EML. | \$2.00 | \$1.94 | 3.00% | Conversion fee per GB for PST to EML. |
| Smarsh | VCP-PROD-000986 | Physical destruction of physical media (DVDs, Flash Drives, USB Drives). | \$100.00 | \$97.00 | 3.00% | Physical destruction of physical media (DVDs, Flash Drives, USB Drives). |
| Smarsh | VCP-PROD-000997 | To move the past due balance from Zuora to SFDC Billing | \$1.00 | \$0.97 | 3.00% | To move the past due balance from Zuora to SFDC Billing |
| Smarsh | VCP-PROD-001060 | | \$62,700.00 | \$60,819.00 | 3.00% | |
| Smarsh | VCP-PROD-001064 | | \$131,600.00 | \$127,652.00 | 3.00% | |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|--------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-001067 | 8 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. | \$228,800.00 | \$221,936.00 | 3.00% | 8 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. |
| Smarsh | VCP-PROD-000981 | Import Fee per GB | \$10.00 | \$9.70 | 3.00% | Import Fee per GB |
| Smarsh | VCP-PROD-000999 | Policies (fka Virtual Compliance Officer) are a tool available within The Professional Archive Platform. The Professional Archive Platform's policy engine is designed to speed the review process by automatically classifying messages as they enter the archive and highlighting keyword hits on each message. Policies were included in all platform packages starting in 2014 with the introduction of the Starter/Pro/Enterprise packages. | \$300.00 | \$291.00 | 3.00% | Policies (fka Virtual Compliance Officer) are a tool available within The Professional Archive Platform. The Professional Archive Platform's policy engine is designed to speed the review process by automatically classifying messages as they enter the archive and highlighting keyword hits on each message. Policies were included in all platform packages starting in 2014 with the introduction of the Starter/Pro/Enterprise packages. |
| Smarsh | VCP-PROD-001063 | 4 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. | \$65,800.00 | \$63,826.00 | 3.00% | 4 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. |
| Smarsh | VCP-PROD-001066 | Physical destruction of appliances (NAS Devices, Rackable Storage, Servers). | \$114,400.00 | \$110,968.00 | 3.00% | Physical destruction of appliances (NAS Devices, Rackable Storage, Servers). |
| Smarsh | VCP-PROD-000984 | One-time fee for storing appliances (NAS Devices, Rackable Storage, Servers). | \$500.00 | \$485.00 | 3.00% | One-time fee for storing appliances (NAS Devices, Rackable Storage, Servers). |
| Smarsh | VCP-PROD-000985 | Business Critical Support for Conduct products is 24/7 "follow the sun" technical support for customers requiring high-touch engagement and enhanced SLAs for response and resolution. | \$1,200.00 | \$1,164.00 | 3.00% | Business Critical Support for Conduct products is 24/7 "follow the sun" technical support for customers requiring high-touch engagement and enhanced SLAs for response and resolution. |
| Smarsh | VCP-PROD-001020 | Add on for Cloud Capture MT environment. Only applicable to LinkedIn. | \$302,500.00 | \$293,425.00 | 3.00% | Add on for Cloud Capture MT environment. Only applicable to LinkedIn. |
| Smarsh | VCP-PROD-001006 | Capture of Zoom meeting chat in Cloud Capture deployment. Available only as a multi-tenant deployment. | \$24.00 | \$23.28 | 3.00% | Capture of Zoom meeting chat in Cloud Capture deployment. Available only as a multi-tenant deployment. |
| Smarsh | VCP-PROD-001004 | 2 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. | \$24.00 | \$23.28 | 3.00% | 2 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours. |
| Smarsh | VCP-PROD-001065 | Capture of LinkedIn. Available only as a multi-tenant deployment | \$57,200.00 | \$55,484.00 | 3.00% | Capture of LinkedIn. Available only as a multi-tenant deployment |
| Smarsh | VCP-PROD-001086 | Dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, multi-geo. | \$120.00 | \$116.40 | 3.00% | Dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, multi-geo. |
| Smarsh | VCP-PROD-001062 | | \$125,400.00 | \$121,638.00 | 3.00% | |
| Smarsh | VCP-PROD-001061 | Capture of TikTok video. (Licensed per video, capture and transcription included) and archiving with Professional Archive | \$144.00 | \$139.68 | 3.00% | Capture of TikTok video. (Licensed per video, capture and transcription included) and archiving with Professional Archive |
| Smarsh | VCP-PROD-001039 | Capture of YouTube video. (Licensed per video, capture and transcription included) and archiving with Professional Archive | \$144.00 | \$139.68 | 3.00% | Capture of YouTube video. (Licensed per video, capture and transcription included) and archiving with Professional Archive |
| Smarsh | VCP-PROD-001037 | Capture of audio/video for channels that do not currently have a specific SKU. | \$120.00 | \$116.40 | 3.00% | Capture of audio/video for channels that do not currently have a specific SKU. |
| Smarsh | VCP-PROD-001033 | Onboarding Services for Nuclei. | \$1,650.00 | \$1,600.50 | 3.00% | Onboarding Services for Nuclei. |
| Smarsh | VCP-PROD-001087 | Includes Optimization of Supervision Policies and workflows to reduce noise and surface risk, and a dedicated team of Smarsh Certified Reviewers to perform systematic reviews of e-communications and alert clients of messages that merit scrutiny. | \$0.66 | \$0.64 | 3.00% | Includes Optimization of Supervision Policies and workflows to reduce noise and surface risk, and a dedicated team of Smarsh Certified Reviewers to perform systematic reviews of e-communications and alert clients of messages that merit scrutiny. |
| Smarsh | VCP-PROD-001091 | | | | | |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|-------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001128 | With our self-hosted eLearning module customers can host a single SCORM Compliant Smarsh University course on their own LMS (Learning Management System) or web server. This provides customers with the flexibility to administer access to the learning content and enabled their user population at a lower price point per users. The course content will be updated twice per year or as required by new releases. | \$11,000.00 | \$10,670.00 | 3.00% | With our self-hosted eLearning module customers can host a single SCORM Compliant Smarsh University course on their own LMS (Learning Management System) or web server. This provides customers with the flexibility to administer access to the learning content and enabled their user population at a lower price point per users. The course content will be updated twice per year or as required by new releases. |
| Smarsh | VCP-PROD-001129 | A Web-Based subscription to Smarsh University provides one individual access to all available Smarsh University web-based learning content and certification exams for a period of 12 months. | \$10,000.00 | \$9,700.00 | 3.00% | A Web-Based subscription to Smarsh University provides one individual access to all available Smarsh University web-based learning content and certification exams for a period of 12 months. |
| Smarsh | VCP-PROD-001131 | Capture of SharePoint Online for a Cloud Capture deployment in AWS | \$36.00 | \$34.92 | 3.00% | Capture of SharePoint Online for a Cloud Capture deployment in AWS |
| Smarsh | VCP-PROD-001133 | Access to Smarsh University web-based (WBT) courses and certification exams. | \$1,534.50 | \$1,488.47 | 3.00% | Access to Smarsh University web-based (WBT) courses and certification exams. |
| Smarsh | VCP-PROD-001134 | Access to Smarsh University web-based (WBT) courses and certification exams. | \$1,534.50 | \$1,488.47 | 3.00% | Access to Smarsh University web-based (WBT) courses and certification exams. |
| Smarsh | VCP-PROD-001138 | For data that is billed on a recurring per GB rate. This includes data held longer than the included retention period for the platform package. Refer to the platform feature matrix for included retention period. | \$2.50 | \$2.43 | 3.00% | For data that is billed on a recurring per GB rate. This includes data held longer than the included retention period for the platform package. Refer to the platform feature matrix for included retention period. |
| Smarsh | VCP-PROD-001141 | For websites under 2k pages. Billed per domain at a recurring flat rate. If site is more than 2k pages use the domain/page SKUs. Can be used for video channels Vimeo/Wista. | \$850.00 | \$824.50 | 3.00% | For websites under 2k pages. Billed per domain at a recurring flat rate. If site is more than 2k pages use the domain/page SKUs. Can be used for video channels Vimeo/Wista. |
| Smarsh | VCP-PROD-001143 | Professional Archive sends a duplicate copy of content to an external destination via SMTP. Client must provide a destination in email address format. Billed per channel. Supported Channels - Chatter, Yammer, Twitter, Facebook, Instagram, LinkedIn, My Rep Chat, Partner Connections, Verizon, Slack, AT&T, CellTrust, TRM, Ice Chat, Symphony. | \$1,200.00 | \$1,164.00 | 3.00% | Professional Archive sends a duplicate copy of content to an external destination via SMTP. Client must provide a destination in email address format. Billed per channel. Supported Channels - Chatter, Yammer, Twitter, Facebook, Instagram, LinkedIn, My Rep Chat, Partner Connections, Verizon, Slack, AT&T, CellTrust, TRM, Ice Chat, Symphony. |
| Smarsh | VCP-PROD-001147 | Capture and archiving of Facebook personal and company pages. Requires end-users to install archiving app. | \$85.00 | \$82.45 | 3.00% | Capture and archiving of Facebook personal and company pages. Requires end-users to install archiving app. |
| Smarsh | VCP-PROD-001151 | Capture and archiving of LinkedIn profiles. Requires end-users to enable archiving. | \$120.00 | \$116.40 | 3.00% | Capture and archiving of LinkedIn profiles. Requires end-users to enable archiving. |
| Smarsh | VCP-PROD-001153 | Capture and archiving of Instagram professional pages. Personal pages cannot be captured. Requires end-users to install archiving app. | \$85.00 | \$82.45 | 3.00% | Capture and archiving of Instagram professional pages. Personal pages cannot be captured. Requires end-users to install archiving app. |
| Smarsh | VCP-PROD-001149 | Capture and archiving of Twitter accounts. Requires end-users to install archiving app. | \$620.00 | \$601.40 | 3.00% | Capture and archiving of Twitter accounts. Requires end-users to install archiving app. |
| Smarsh | VCP-PROD-001155 | Hourly policy tuning is delivered as a one-time service to reduce false positives and increase policy efficiencies. | \$275.00 | \$266.75 | 3.00% | Hourly policy tuning is delivered as a one-time service to reduce false positives and increase policy efficiencies. |
| Smarsh | VCP-PROD-001157 | Professional services hourly fee for data migration projects. | \$280.00 | \$271.60 | 3.00% | Professional services hourly fee for data migration projects. |
| Smarsh | VCP-PROD-001137 | Provides the ability for a client to search and manage their Web Archive. This is required for all Web Archive deals - stand alone or with Professional Archive. Refer to feature matrix for full list of capabilities included with package. | \$500.00 | \$485.00 | 3.00% | Provides the ability for a client to search and manage their Web Archive. This is required for all Web Archive deals - stand alone or with Professional Archive. Refer to feature matrix for full list of capabilities included with package. |
| Smarsh | VCP-PROD-001145 | For data that is billed on a recurring per GB rate. This includes data held longer than the included retention period for the platform package or audio/video capture. | \$2.50 | \$2.43 | 3.00% | For data that is billed on a recurring per GB rate. This includes data held longer than the included retention period for the platform package or audio/video capture. |
| Smarsh | VCP-PROD-001159 | Required when a customer does not want the entire population captured (for Cloud Capture). | \$750.00 | \$727.50 | 3.00% | Required when a customer does not want the entire population captured (for Cloud Capture). |

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|--------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-001158 | Configure test feed from Production source feed prior to full Production data flow (in the same Cloud Capture environment), using Selective Capture. | \$2,100.00 | \$2,037.00 | 3.00% | Configure test feed from Production source feed prior to full Production data flow (in the same Cloud Capture environment), using Selective Capture. |
| Smarsh | VCP-PROD-001160 | Required when a customer wants additional exports for Cloud Capture (1 is included with each Channel/Environment). | \$1,800.00 | \$1,746.00 | 3.00% | Required when a customer wants additional exports for Cloud Capture (1 is included with each Channel/Environment). |
| Smarsh | VCP-PROD-001173 | Pattern Matching for Professional Archive. | \$110.00 | \$106.70 | 3.00% | Pattern Matching for Professional Archive. |
| Smarsh | VCP-PROD-001183 | Annual Flat Fee for a dedicated Technical Account Manager. This Service is appropriate for Strategic Enterprise clients with with multiple business units, stakeholders, IT assets and processes that require a single technical stakeholder with a deep understanding of the environment and good pan product knowledge. BCS/BCS Elite is a prerequisite for this service Also appropriate for EA clients with Conduct Surveillance/Conduct Intelligence. | \$370,000.00 | \$358,900.00 | 3.00% | Annual Flat Fee for a dedicated Technical Account Manager. This Service is appropriate for Strategic Enterprise clients with with multiple business units, stakeholders, IT assets and processes that require a single technical stakeholder with a deep understanding of the environment and good pan product knowledge. BCS/BCS Elite is a prerequisite for this service Also appropriate for EA clients with Conduct Surveillance/Conduct Intelligence. |
| Smarsh | VCP-PROD-001231 | Smarsh will provide Onboarding Services for MobileGuard. The Standard package is for up to 1000 connections. This is a one time fee per communication channel. | \$2,500.00 | \$2,425.00 | 3.00% | Smarsh will provide Onboarding Services for MobileGuard. The Standard package is for up to 1000 connections. This is a one time fee per communication channel. |
| Smarsh | VCP-PROD-001232 | Service Description: Smarsh will provide Onboarding Services for MobileGuard. The Advanced package is for greater than 1000 connections. This is a one time fee per communication channel. | \$7,500.00 | \$7,275.00 | 3.00% | Service Description: Smarsh will provide Onboarding Services for MobileGuard. The Advanced package is for greater than 1000 connections. This is a one time fee per communication channel. |
| Smarsh | VCP-PROD-001238 | Capture of Microsoft Teams using Export API on Cloud Capture to send to Professional Archive for archiving. Q365 E5 license is required. | \$120.00 | \$116.40 | 3.00% | Capture of Microsoft Teams using Export API on Cloud Capture to send to Professional Archive for archiving. Q365 E5 license is required. |
| Smarsh | VCP-PROD-001664 | Optimize Supervision for Professional Archive with a survey of client priorities followed by a written assessment and out-brief review of recommendations from a Supervision Architect. | \$1,500.00 | \$1,455.00 | 3.00% | Optimize Supervision for Professional Archive with a survey of client priorities followed by a written assessment and out-brief review of recommendations from a Supervision Architect. |
| Smarsh | VCP-PROD-001666 | Recurring storage charge for only imports and data migrations. Required to be sold with Import Fee - Professional Archive (PROD-000981), Data Migration (GB) - Professional Archive (PROD-000915), and Slack Data Import - Professional Archive (PROD-000980). DO NOT use for data held longer than the included retention period for the platform package or audio/video capture. | \$2.50 | \$2.43 | 3.00% | Recurring storage charge for only imports and data migrations. Required to be sold with Import Fee - Professional Archive (PROD-000981), Data Migration (GB) - Professional Archive (PROD-000915), and Slack Data Import - Professional Archive (PROD-000980). DO NOT use for data held longer than the included retention period for the platform package or audio/video capture. |
| Smarsh | VCP-PROD-001408 | US Cellular text message archiving on Professional Archive captured by the MobileGuard MT platform. SMS & MMS messages are captured directly from US Cellular. This should be NOT sold to Pro Archive customers without prior approval from Pro Archive Product. | \$180.00 | \$174.60 | 3.00% | US Cellular text message archiving on Professional Archive captured by the MobileGuard MT platform. SMS & MMS messages are captured directly from US Cellular. This should be NOT sold to Pro Archive customers without prior approval from Pro Archive Product. |
| Smarsh | VCP-PROD-001392 | Capture of only Zoom meeting audio (meeting recording) for a cloud capture deployment in AWS. | \$80.00 | \$77.60 | 3.00% | Capture of only Zoom meeting audio (meeting recording) for a cloud capture deployment in AWS. |
| Smarsh | VCP-PROD-001397 | Premium Support Services with a named resource with mobile expertise who provides enhanced response and resolution. Required for >2,500 devices across any Mobile Capture products. | \$132,000.00 | \$128,040.00 | 3.00% | Premium Support Services with a named resource with mobile expertise who provides enhanced response and resolution. Required for >2,500 devices across any Mobile Capture products. |
| Smarsh | VCP-PROD-001396 | Premium Support Services with a named resource with mobile expertise who provides enhanced response and resolution. Required for >3 carriers, multiple geos, and/or >2,500 devices across any Mobile Capture products. | \$165,000.00 | \$160,050.00 | 3.00% | Premium Support Services with a named resource with mobile expertise who provides enhanced response and resolution. Required for >3 carriers, multiple geos, and/or >2,500 devices across any Mobile Capture products. |
| Smarsh | VCP-PROD-001394 | Add-on to capture Zoom meeting video for a cloud capture deployment in AWS. Client must also have Zoom Meeting Audio (PROD-001392). | \$40.00 | \$38.80 | 3.00% | Add-on to capture Zoom meeting video for a cloud capture deployment in AWS. Client must also have Zoom Meeting Audio (PROD-001392). |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|----------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001410 | Scheduled 1-on-1 appointments (Quantity: 5/10) with a support expert on workflow setup, audit response, or case management. For Service Packages only. | \$250.00 | \$242.50 | 3.00% | Scheduled 1-on-1 appointments (Quantity: 5/10) with a support expert on workflow setup, audit response, or case management. For Service Packages only. |
| Smarsh | VCP-PROD-001301 | Return of physical media (DVDs, Flash Drives, USB Drives). | \$50.00 | \$48.50 | 3.00% | Return of physical media (DVDs, Flash Drives, USB Drives). |
| Smarsh | VCP-PROD-001302 | Return of appliances (NAS Devices, Rackable Storage, Servers). | \$200.00 | \$194.00 | 3.00% | Return of appliances (NAS Devices, Rackable Storage, Servers). |
| Smarsh | VCP-PROD-001314 | Capture of all Facebook data for a cloud capture deployment in AWS. | \$120.00 | \$116.40 | 3.00% | Capture of all Facebook data for a cloud capture deployment in AWS. |
| Smarsh | VCP-PROD-001316 | Capture of all Twitter data for a cloud capture deployment in AWS. | \$720.00 | \$698.40 | 3.00% | Capture of all Twitter data for a cloud capture deployment in AWS. |
| Smarsh | VCP-PROD-001322 | Add-on to capture the transcript from Zoom Meetings for a cloud capture deployment on AWS. Client must also have Zoom Meeting Media (Meeting Recordings) capture. | \$24.00 | \$23.28 | 3.00% | Add-on to capture the transcript from Zoom Meetings for a cloud capture deployment on AWS. Client must also have Zoom Meeting Media (Meeting Recordings) capture. |
| Smarsh | VCP-PROD-001691 | Capture of Other Audio/Video. | \$144.00 | \$139.68 | 3.00% | Capture of Other Audio/Video. |
| Smarsh | VCP-PROD-001690 | The capture of comments and posts from customers subreddit. | \$2.16 | \$2.10 | 3.00% | The capture of comments and posts from customers subreddit. |
| Smarsh | VCP-PROD-001692 | Capture of Slack via Nuclei. Selective archiving can also be implemented for users that are members of a specific workspace/team. FOR SPECIAL USE CASES ONLY; PRODUCT APPROVAL REQUIRED TO SELL THIS CHANNEL. | \$144.00 | \$139.68 | 3.00% | Capture of Slack via Nuclei. Selective archiving can also be implemented for users that are members of a specific workspace/team. FOR SPECIAL USE CASES ONLY; PRODUCT APPROVAL REQUIRED TO SELL THIS CHANNEL. |
| Smarsh | VCP-PROD-001694 | Capture of TikTok video. | \$144.00 | \$139.68 | 3.00% | Capture of TikTok video. |
| Smarsh | VCP-PROD-001693 | Capture of Youtube video. | \$144.00 | \$139.68 | 3.00% | Capture of Youtube video. |
| Smarsh | VCP-PROD-001363 | Capture and archive of SMS & MMS messages sent/received by a mobile number directly from the Rogers network using Capture Mobile. | \$120.00 | \$116.40 | 3.00% | Capture and archive of SMS & MMS messages sent/received by a mobile number directly from the Rogers network using Capture Mobile. |
| Smarsh | VCP-PROD-001360 | Capture and archive SMS & MMS messages sent/received by a mobile number directly from the Bell network using Capture Mobile. | \$120.00 | \$116.40 | 3.00% | Capture and archive SMS & MMS messages sent/received by a mobile number directly from the Bell network using Capture Mobile. |
| Smarsh | VCP-PROD-001365 | North America - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. | \$420.00 | \$407.40 | 3.00% | North America - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. |
| Smarsh | VCP-PROD-001374 | Capture and archive of Signal chats, messages, multimedia, deleted messages, and other attachments using Capture Mobile. | \$300.00 | \$291.00 | 3.00% | Capture and archive of Signal chats, messages, multimedia, deleted messages, and other attachments using Capture Mobile. |
| | | Currently only available for numbers in the US/Canada. | | | | Currently only available for numbers in the US/Canada. |
| Smarsh | VCP-PROD-001390 | Capture and archive of all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS using Capture Mobile and sent to ProArchive. | | | | Capture and archive of all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS using Capture Mobile and sent to ProArchive. |
| | | In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. | \$300.00 | \$291.00 | 3.00% | In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. |
| | | In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. | | | | In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001364 | North America - Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments from the mobile phone by the Capture Mobile platform. | \$300.00 | \$291.00 | 3.00% | North America - Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments from the mobile phone by the Capture Mobile platform. |
| Smarsh | VCP-PROD-001736 | To provide a one-time discount to a customer account - only for Finance use (adding this product to a quote without Finance/Commercial Desk pre-approval will result in immediate kick-back). | \$1.00 | \$0.97 | 3.00% | To provide a one-time discount to a customer account - only for Finance use (adding this product to a quote without Finance/Commercial Desk pre-approval will result in immediate kick-back). |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|--------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001732 | Capture of SMS & MMS messages from Zoom phone. Cloud based, multi-tenant deployment on AWS. Cannot be sold to Pro Archive customers. | \$72.00 | \$69.84 | 3.00% | Capture of SMS & MMS messages from Zoom phone. Cloud based, multi-tenant deployment on AWS. Cannot be sold to Pro Archive customers. |
| Smarsh | VCP-PROD-001731 | Extended Support for end-of-life CSurv versions. No development/security fixes or maintenance. Must be purchased in addition to relevant product maintenance EOL package. | \$320,000.00 | \$310,400.00 | 3.00% | Extended Support for end-of-life CSurv versions. No development/security fixes or maintenance. Must be purchased in addition to relevant product maintenance EOL package. |
| Smarsh | VCP-PROD-001760 | IM Channel that is captured through Partner API or 3rd party solution (non-smarsh) like AI Chatbot . This is metered by volume(GB) only & should be sold with "Partner API Development - Professional Archive" Client must purchase a minimum of 5000GB. MUST BE APPROVED BY CORP PRODUCT TEAM. | \$10.00 | \$9.70 | 3.00% | IM Channel that is captured through Partner API or 3rd party solution (non-smarsh) like AI Chatbot . This is metered by volume(GB) only & should be sold with "Partner API Development - Professional Archive" Client must purchase a minimum of 5000GB. MUST BE APPROVED BY CORP PRODUCT TEAM. |
| Smarsh | VCP-PROD-001759 | Custom development fees to support the client when setting up the Partner API or any Engineering effort. Must be sold with "IM Other Network (GB) - Professional Archive Capture" or any Partner API channels. MUST BE APPROVED BY CORP PRODUCT TEAM. | \$10,000.00 | \$9,700.00 | 3.00% | Custom development fees to support the client when setting up the Partner API or any Engineering effort. Must be sold with "IM Other Network (GB) - Professional Archive Capture" or any Partner API channels. MUST BE APPROVED BY CORP PRODUCT TEAM. |
| Smarsh | VCP-PROD-001876 | Premium Support Services for End User Support. Mobile only, single geo, & regular business hours for that geo. | \$40.00 | \$38.80 | 3.00% | Premium Support Services for End User Support. Mobile only, single geo, & regular business hours for that geo. |
| Smarsh | VCP-PROD-001861 | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. | \$120.00 | \$116.40 | 3.00% | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. |
| Smarsh | VCP-PROD-001863 | Captures all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. | \$300.00 | \$291.00 | 3.00% | Captures all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001857 | Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. | \$300.00 | \$291.00 | 3.00% | Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001841 | Captures of Signal chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. Numbers outside of the US/Canada require an extra cost. | \$300.00 | \$291.00 | 3.00% | Captures of Signal chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001872 | Onboarding services for Mobile platforms (per channel - new deployment). Remote configuration, knowledge transfer, and project management. Recommended connections: 251-500. | \$10,000.00 | \$9,700.00 | 3.00% | Onboarding services for Mobile platforms (per channel - new deployment). Remote configuration, knowledge transfer, and project management. Recommended connections: 251-500. |
| Smarsh | VCP-PROD-001873 | Fee for work performed outside of regular business hours based on region. | \$150.00 | \$145.50 | 3.00% | Fee for work performed outside of regular business hours based on region. |

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001829 | Capture SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices and sends to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001831 | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has TEXT ONLY capture, and no voice calling capabilities from the app. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. | \$180.00 | \$174.60 | 3.00% | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has TEXT ONLY capture, and no voice calling capabilities from the app. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. |
| Smarsh | VCP-PROD-001833 | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has Text capture, and the ability to make Voice calls, but the voice calls are not recorded nor captured. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. | \$240.00 | \$232.80 | 3.00% | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has Text capture, and the ability to make Voice calls, but the voice calls are not recorded nor captured. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. |
| Smarsh | VCP-PROD-001835 | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has Text as well as Voice call capture features. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. | \$360.00 | \$349.20 | 3.00% | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has Text as well as Voice call capture features. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. |
| Smarsh | VCP-PROD-001870 | Onboarding services for Mobile platforms (per channel - new deployment). Web-based and self-service configuration. Recommended users: 1-50. | \$1,500.00 | \$1,455.00 | 3.00% | Onboarding services for Mobile platforms (per channel - new deployment). Web-based and self-service configuration. Recommended users: 1-50. |
| Smarsh | VCP-PROD-001837 | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has only VOICE CALL ONLY CAPTURE features, NO TEXT capabilities. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. | \$300.00 | \$291.00 | 3.00% | Providing employees with an app and a business Enterprise Number associated with an app on their phone. The communication done via the app is being recorded. There are several variations of Enterprise Number product settings and licenses. In this option the app has only VOICE CALL ONLY CAPTURE features, NO TEXT capabilities. The pricing of this product covers Enterprise Number in the US/Canada. Enterprise Numbers outside of the US/Canada require an extra cost and a County Number product. |
| Smarsh | VCP-PROD-001847 | Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. Numbers outside of the US/Canada require an extra cost. | \$300.00 | \$291.00 | 3.00% | Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. Numbers outside of the US/Canada require an extra cost. |

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| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|-------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001849 | Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments AND voice recordings via app on Android or iOS and sent to the Capture Mobile platform. | \$480.00 | \$465.60 | 3.00% | Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments AND voice recordings via app on Android or iOS and sent to the Capture Mobile platform. |
| | | Numbers outside of the US/Canada require an extra cost. | | | | Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001845 | Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices and sends to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices and sends to the Capture Mobile platform. |
| | | Can only be sold to Fed & SLED. | | | | Can only be sold to Fed & SLED. |
| Smarsh | VCP-PROD-001851 | Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices and sends to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices and sends to the Capture Mobile platform. |
| | | Captures all WhatsApp chats, messages, multimedia, deleted messages, other attachments AND voice recordings via app on Android or iOS and sends to the Capture Mobile platform. | | | | Captures all WhatsApp chats, messages, multimedia, deleted messages, other attachments AND voice recordings via app on Android or iOS and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001859 | In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. | \$480.00 | \$465.60 | 3.00% | In case customer is activating with is own corporate mobile number, or his eSIM, this cost is applicable Worldwide. In the US/Canada this cost includes an Enterprise Number for the activation of the app. Enterprise Numbers outside of the US/Canada require an extra cost. |
| Smarsh | VCP-PROD-001871 | Onboarding services for Mobile platforms (per channel - new deployment). Remote configuration, kick off, and knowledge transfer. Recommended connections: 51-250. | \$3,500.00 | \$3,395.00 | 3.00% | Onboarding services for Mobile platforms (per channel - new deployment). Remote configuration, kick off, and knowledge transfer. Recommended connections: 51-250. |
| Smarsh | VCP-PROD-001869 | Addition of a country number for the "Enterprise Number Voice Call + Recording Capture - Capture Mobile" product. In this option the app has VOICE CALL ONLY CAPTURE features, NO TEXT capabilities. | \$1.00 | \$0.97 | 3.00% | Addition of a country number for the "Enterprise Number Voice Call + Recording Capture - Capture Mobile" product. In this option the app has VOICE CALL ONLY CAPTURE features, NO TEXT capabilities. |
| Smarsh | VCP-PROD-001865 | A local number to activate WhatsApp/WeChat/Telegram/Signal in a country with a phone number provided by Smarsh. This is not required when the customer is activating the app with a company owned number (either corporate number, or eSIM). | \$1.00 | \$0.97 | 3.00% | A local number to activate WhatsApp/WeChat/Telegram/Signal in a country with a phone number provided by Smarsh. This is not required when the customer is activating the app with a company owned number (either corporate number, or eSIM). |
| Smarsh | VCP-PROD-001868 | Addition of a country number for the "Enterprise Number Capture + Voice Call + Recording - Capture Mobile" product. In this option the app has Text as well as Voice call capture features. | \$1.00 | \$0.97 | 3.00% | Addition of a country number for the "Enterprise Number Capture + Voice Call + Recording - Capture Mobile" product. In this option the app has Text as well as Voice call capture features. |
| Smarsh | VCP-PROD-001866 | Addition of a country number for the "Enterprise Number Capture" product. In this option the app has TEXT ONLY capture, and no voice calling capabilities from the app. | \$1.00 | \$0.97 | 3.00% | Addition of a country number for the "Enterprise Number Capture" product. In this option the app has TEXT ONLY capture, and no voice calling capabilities from the app. |
| Smarsh | VCP-PROD-001867 | Addition of a country number for the "Enterprise Number Capture + Voice Call" product. In this option the app has Text capture, and the ability to make Voice calls, but the voice calls are not recorded nor captured. | \$1.00 | \$0.97 | 3.00% | Addition of a country number for the "Enterprise Number Capture + Voice Call" product. In this option the app has Text capture, and the ability to make Voice calls, but the voice calls are not recorded nor captured. |
| Smarsh | VCP-PROD-001755 | Customer is sold the custom contract MM which has many different features/rates and calculations that are determined in excel files. Only the final rate from the excel file is loaded into the Q/O/Asset for each months usage that customer consumes. | \$12,000.00 | \$11,640.00 | 3.00% | Customer is sold the custom contract MM which has many different features/rates and calculations that are determined in excel files. Only the final rate from the excel file is loaded into the Q/O/Asset for each months usage that customer consumes. |
| Smarsh | VCP-PROD-001789 | Add additional International Texting and Calling Package to Enterprise Number Archiver service. | \$300.00 | \$291.00 | 3.00% | Add additional International Texting and Calling Package to Enterprise Number Archiver service. |

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| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|-------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-001790 | International Enterprise Number for Mobile App activation. | \$1,500.00 | \$1,455.00 | 3.00% | International Enterprise Number for Mobile App activation. |
| Smarsh | VCP-PROD-001791 | Secure Enterprise Messaging - App Service License per user. | \$60.00 | \$58.20 | 3.00% | Secure Enterprise Messaging - App Service License per user. |
| Smarsh | VCP-PROD-001792 | Store a copy of messages for 30 days in Capture Mobile cloud for later replay - can purchase longer periods\$3 /user /month (with a minimum monthly charge of \$1,000). | \$12,000.00 | \$11,640.00 | 3.00% | Store a copy of messages for 30 days in Capture Mobile cloud for later replay - can purchase longer periods\$3 /user /month (with a minimum monthly charge of \$1,000). |
| Smarsh | VCP-PROD-001788 | One time fee per user for implementation. | \$50.00 | \$48.50 | 3.00% | One time fee per user for implementation. |
| Smarsh | VCP-PROD-001794 | Additional license charges when sending the captured communication to an additional archiving destination (excluding Short Term Storage, Professional Archive, Enterprise Archive, Enterprise Conduct). Applicable for each extra connection delivery, needs to be added to each capture product sent to several destinations. Intended to cover additional Archive Router queuing & processing. | \$60.00 | \$58.20 | 3.00% | Additional license charges when sending the captured communication to an additional archiving destination (excluding Short Term Storage, Professional Archive, Enterprise Archive, Enterprise Conduct). Applicable for each extra connection delivery, needs to be added to each capture product sent to several destinations. Intended to cover additional Archive Router queuing & processing. |
| Smarsh | VCP-PROD-001765 | Capture SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices and sends to the Capture Mobile platform. | \$60.00 | \$58.20 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001766 | Capture SMS & MMS messages via Bell Canada, on corporate devices. | \$120.00 | \$116.40 | 3.00% | Capture SMS & MMS messages via Bell Canada, on corporate devices. |
| Smarsh | VCP-PROD-001767 | Android and iOS messaging app with an associated 2nd phone number for text messaging. Captures SMS & MMS made via 2nd number and sent to the Capture Mobile platform. | \$180.00 | \$174.60 | 3.00% | Android and iOS messaging app with an associated 2nd phone number for text messaging. Captures SMS & MMS made via 2nd number and sent to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001768 | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number for text messaging AND voice calls. Captures SMS & MMS made via 2nd number and sends to the Capture Mobile platform. | \$240.00 | \$232.80 | 3.00% | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number for text messaging AND voice calls. Captures SMS & MMS made via 2nd number and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001769 | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number for text messaging AND voice calls. Captures SMS & MMS AND voice recordings made via 2nd number and sends to the Capture Mobile platform. | \$360.00 | \$349.20 | 3.00% | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number for text messaging AND voice calls. Captures SMS & MMS AND voice recordings made via 2nd number and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001770 | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number voice calls only. Captures voice recording made via 2nd number and sends to the Capture Mobile platform. SMS/SMS is NOT captured with this product. | \$300.00 | \$291.00 | 3.00% | Numbers outside of the US/Canada require an extra cost. Android and iOS messaging app with an associated 2nd phone number voice calls only. Captures voice recording made via 2nd number and sends to the Capture Mobile platform. SMS/SMS is NOT captured with this product. |
| Smarsh | VCP-PROD-001877 | Numbers outside of the US/Canada require an extra cost. Advanced Support for the TeleMessage product lines - 21% of total license with a \$6,000 minimum. | \$6,000.00 | \$5,820.00 | 3.00% | Numbers outside of the US/Canada require an extra cost. Advanced Support for the TeleMessage product lines - 21% of total license with a \$6,000 minimum. |
| Smarsh | VCP-PROD-001772 | Capture SMS & MMS messages via Rogers, on corporate devices. | \$120.00 | \$116.40 | 3.00% | Capture SMS & MMS messages via Rogers, on corporate devices. |
| Smarsh | VCP-PROD-001746 | Customer is sold a set number of messages for a set monthly fee. They are charged the set monthly fee, if they go over, they are charged for going over. If they don't use the max commit - it does not roll over to the next month. Commit with overage model. | \$0.60 | \$0.58 | 3.00% | Customer is sold a set number of messages for a set monthly fee. They are charged the set monthly fee, if they go over, they are charged for going over. If they don't use the max commit - it does not roll over to the next month. Commit with overage model. |

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|-------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001774 | Captures of Signal chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. | \$300.00 | \$291.00 | 3.00% | Captures of Signal chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001776 | Numbers outside of the US/Canada require an extra cost. Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. | \$300.00 | \$291.00 | 3.00% | Numbers outside of the US/Canada require an extra cost. Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sent to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001777 | Numbers outside of the US/Canada require an extra cost. Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments AND voice recordings via app on Android or iOS and sent to the Capture Mobile platform. | \$420.00 | \$407.40 | 3.00% | Numbers outside of the US/Canada require an extra cost. Capture of Telegram chats, messages, multimedia, deleted messages, and other attachments AND voice recordings via app on Android or iOS and sent to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001779 | Numbers outside of the US/Canada require an extra cost. Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices and sends to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Numbers outside of the US/Canada require an extra cost. Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001780 | Can only be sold to Fed & SLED. Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices and sends to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Can only be sold to Fed & SLED. Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001783 | Captures all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. | \$300.00 | \$291.00 | 3.00% | Captures all WhatsApp Cloud chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001785 | Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. | \$300.00 | \$291.00 | 3.00% | Captures all WhatsApp chats, messages, multimedia, deleted messages, and other attachments via app on Android or iOS and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001786 | Captures all WhatsApp chats, messages, multimedia, deleted messages, other attachments AND voice recordings via app on Android or iOS and sends to the Capture Mobile platform. | \$420.00 | \$407.40 | 3.00% | Captures all WhatsApp chats, messages, multimedia, deleted messages, other attachments AND voice recordings via app on Android or iOS and sends to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001787 | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. | \$120.00 | \$116.40 | 3.00% | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. |
| Smarsh | VCP-PROD-001813 | Rogers Network Archiver Service. | \$88.24 | \$85.59 | 3.00% | Rogers Network Archiver Service. |
| Smarsh | VCP-PROD-001749 | Customer is sold a set number of messages at a set cost. Invoiced upfront. Burn down message quantity stored by the system. Must purchase more when PrePaid quantity is used up. | \$1.20 | \$1.16 | 3.00% | Customer is sold a set number of messages at a set cost. Invoiced upfront. Burn down message quantity stored by the system. Must purchase more when PrePaid quantity is used up. |
| Smarsh | VCP-PROD-001748 | Text to Landline flat fee. | \$49,500.00 | \$48,015.00 | 3.00% | Text to Landline flat fee. |
| Smarsh | VCP-PROD-001812 | Bell Network Archiver Service. | \$88.24 | \$85.59 | 3.00% | Bell Network Archiver Service. |
| Smarsh | VCP-PROD-001796 | Text to Landline per message fee. | \$5.00 | \$4.85 | 3.00% | Text to Landline per message fee. |
| Smarsh | VCP-PROD-001878 | Advanced Support for the TeleMessage product lines - 30% of total license with a \$35,000 minimum. | \$35,000.00 | \$33,950.00 | 3.00% | Advanced Support for the TeleMessage product lines - 30% of total license with a \$35,000 minimum. |
| Smarsh | VCP-PROD-001900 | Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. Client must have BCS or Plus Premium Support Services. | \$10,000.00 | \$9,700.00 | 3.00% | Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. Client must have BCS or Plus Premium Support Services. |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|-------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-001885 | Up to 3 users for 2 weeks. | \$500.00 | \$485.00 | 3.00% | Up to 3 users for 2 weeks. |
| Smarsh | VCP-PROD-001901 | Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. | \$10,000.00 | \$9,700.00 | 3.00% | Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. |
| Smarsh | VCP-PROD-001927 | Included for clients with Premier Support. | | | | Included for clients with Premier Support. |
| Smarsh | VCP-PROD-001886 | One time fee per connection. | \$25.00 | \$24.25 | 3.00% | One time fee per connection. |
| Smarsh | VCP-PROD-001886 | Fulfill a request to resend customer data from our Long Term to the company configured storage locations. | \$1,000.00 | \$970.00 | 3.00% | Fulfill a request to resend customer data from our Long Term to the company configured storage locations. |
| Smarsh | VCP-PROD-001925 | One time setup that is charged to CSL. | \$25.00 | \$24.25 | 3.00% | One time setup that is charged to CSL. |
| Smarsh | VCP-PROD-001882 | Configure and Integrate Intune MDM integration for seamless onboarding and activation for apps. In addition to standard onboarding costs. Requires Premiere support. | \$20,000.00 | \$19,400.00 | 3.00% | Configure and Integrate Intune MDM integration for seamless onboarding and activation for apps. In addition to standard onboarding costs. Requires Premiere support. |
| Smarsh | VCP-PROD-001906 | Active Directory Sync of users against Azure cloud and the Client Administration account. Works for Network Carrier Capture product. When selling this product you need to add a service code to configure the Azure AD Sync with the customer. | \$24.00 | \$23.28 | 3.00% | Active Directory Sync of users against Azure cloud and the Client Administration account. Works for Network Carrier Capture product. When selling this product you need to add a service code to configure the Azure AD Sync with the customer. |
| Smarsh | VCP-PROD-001907 | Active Directory Sync of users against Azure cloud and the Client Administration account. Works for Network Carrier Capture product. Client must have Advanced or Premier Support. | \$24.00 | \$23.28 | 3.00% | Active Directory Sync of users against Azure cloud and the Client Administration account. Works for Network Carrier Capture product. Client must have Advanced or Premier Support. |
| Smarsh | VCP-PROD-001924 | One time fee per event to replay (resend) data in short term storage to the company configured archiving and surveillance locations. Client must have purchased Short Term Storage for Replay. | \$1,000.00 | \$970.00 | 3.00% | One time fee per event to replay (resend) data in short term storage to the company configured archiving and surveillance locations. Client must have purchased Short Term Storage for Replay. |
| Smarsh | VCP-PROD-001893 | Add-on to store a copy of messages for 30, 60 or 90 days in Capture Mobile to replay (resend) at a later date. DO NOT sell for less than \$12,000/yr. Client must also purchase Short Term Replay to be able to fulfill any replay requests on the data in short term storage. | \$1.00 | \$0.97 | 3.00% | Add-on to store a copy of messages for 30, 60 or 90 days in Capture Mobile to replay (resend) at a later date. DO NOT sell for less than \$12,000/yr. Client must also purchase Short Term Replay to be able to fulfill any replay requests on the data in short term storage. |
| Smarsh | VCP-PROD-001902 | Does not replace or should be sold to replace an archive. Adding an SSO Authentication for the Enterprise Number mobile app. Based on OAuth 2.0 integration with Azure AD. When selling this product you need to add a service code to configure the SSO with the customer. | \$24.00 | \$23.28 | 3.00% | Does not replace or should be sold to replace an archive. Adding an SSO Authentication for the Enterprise Number mobile app. Based on OAuth 2.0 integration with Azure AD. When selling this product you need to add a service code to configure the SSO with the customer. |
| Smarsh | VCP-PROD-001903 | SSO for Enterprise Number. Client must have Advanced or Premier Support. | \$24.00 | \$23.28 | 3.00% | SSO for Enterprise Number. Client must have Advanced or Premier Support. |
| Smarsh | VCP-PROD-001899 | Standard daily reconciliation reports sent to the Client Administrator. Price is per report sent. | \$3,000.00 | \$2,910.00 | 3.00% | Standard daily reconciliation reports sent to the Client Administrator. Price is per report sent. |
| Smarsh | VCP-PROD-001898 | Included for clients with Advanced or Premier Support. | | | | Included for clients with Advanced or Premier Support. |
| Smarsh | VCP-PROD-001898 | Standard daily reconciliation reports sent to the Client Administrator. Price is per report sent. | \$3,000.00 | \$2,910.00 | 3.00% | Standard daily reconciliation reports sent to the Client Administrator. Price is per report sent. |
| Smarsh | VCP-PROD-001884 | Configure and Integrate Salesforce Module for apps. In addition to standard onboarding costs. Requires Premiere support. | \$3,000.00 | \$2,910.00 | 3.00% | Configure and Integrate Salesforce Module for apps. In addition to standard onboarding costs. Requires Premiere support. |
| Smarsh | VCP-PROD-001926 | One time fee per connection. | \$25.00 | \$24.25 | 3.00% | One time fee per connection. |
| Smarsh | VCP-PROD-001881 | Add-on to configure and integrate SSO for apps. In addition to standard onboarding costs. Requires customer to purchase Annual Support - Premiere support. | \$20,000.00 | \$19,400.00 | 3.00% | Add-on to configure and integrate SSO for apps. In addition to standard onboarding costs. Requires customer to purchase Annual Support - Premiere support. |
| Smarsh | VCP-PROD-001784 | One time fee per connection. | \$25.00 | \$24.25 | 3.00% | One time fee per connection. |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-001894 | Receive SMS & MMS messages sent/received by a mobile number directly from the Bell network side to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Receive SMS & MMS messages sent/received by a mobile number directly from the Bell network side to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001892 | Customer is sold a monthly flat fee for the Mass Messaging service. | \$1,000.00 | \$970.00 | 3.00% | Customer is sold a monthly flat fee for the Mass Messaging service. |
| Smarsh | VCP-PROD-001895 | Receive SMS & MMS messages sent/received by a mobile number directly from the Rogers network side to the Capture Mobile platform. | \$120.00 | \$116.40 | 3.00% | Receive SMS & MMS messages sent/received by a mobile number directly from the Rogers network side to the Capture Mobile platform. |
| Smarsh | VCP-PROD-001932 | Additional license charges when sending the captured communication to an additional archiving destination (excluding Short Term Storage, Professional Archive, Enterprise Archive, Enterprise Conduct). Applicable for each extra connection delivery, needs to be added to each capture product sent to several destinations. Intended to cover additional Archive Router queuing & processing. Most typically used for Capture Only clients who do not use any Smarsh archive. | \$60.00 | \$58.20 | 3.00% | Additional license charges when sending the captured communication to an additional archiving destination (excluding Short Term Storage, Professional Archive, Enterprise Archive, Enterprise Conduct). Applicable for each extra connection delivery, needs to be added to each capture product sent to several destinations. Intended to cover additional Archive Router queuing & processing. Most typically used for Capture Only clients who do not use any Smarsh archive. |
| Smarsh | VCP-PROD-000128 | Onboarding services for Capture Mobile Salesforce Module. | \$3,000.00 | \$2,910.00 | 3.00% | Onboarding services for Capture Mobile Salesforce Module. |
| Smarsh | VCP-PROD-000127 | Onboarding services for Capture Mobile Single Sign-on (SSO) integration. | \$3,000.00 | \$2,910.00 | 3.00% | Onboarding services for Capture Mobile Single Sign-on (SSO) integration. |
| Smarsh | VCP-PROD-000135 | Onboarding services for Capture Mobile Active Directory Sync. | \$3,000.00 | \$2,910.00 | 3.00% | Onboarding services for Capture Mobile Active Directory Sync. |
| Smarsh | VCP-PROD-001944 | Onboarding Services for Professional Archive customer when purchasing a mobile channel deployed on Capture Mobile (per channel - new deployment). 1-50 users. Web-based and self-service configuration. Professional Archive Platform REQUIRED when selling Capture Mobile channel. Consumer apps excluded. | \$500.00 | \$485.00 | 3.00% | Onboarding Services for Professional Archive customer when purchasing a mobile channel deployed on Capture Mobile (per channel - new deployment). 1-50 users. Web-based and self-service configuration. Professional Archive Platform REQUIRED when selling Capture Mobile channel. Consumer apps excluded. |
| Smarsh | VCP-PROD-001937 | Committed spend to be consumed against agreed services product codes only. Agreed Services must be defined within the accompanying legal agreement. No rollover (Consumption is on a "use it or lose it" basis). The Annual Services Agreement will co-term with the MSA and not allow for termination for convenience. | \$1.00 | \$0.97 | 3.00% | Committed spend to be consumed against agreed services product codes only. Agreed Services must be defined within the accompanying legal agreement. No rollover (Consumption is on a "use it or lose it" basis). The Annual Services Agreement will co-term with the MSA and not allow for termination for convenience. |
| Smarsh | VCP-PROD-001942 | Capture of ChatGPT Enterprise for a Cloud Capture deployment in AWS. | \$120.00 | \$116.40 | 3.00% | Capture of ChatGPT Enterprise for a Cloud Capture deployment in AWS. |
| Smarsh | VCP-PROD-001945 | Historical data migration from MobileGuard to Professional Archive. Use this product only for migrating historical data from MobileGuard to the Professional Archive. Do not use this for day-forward/live data. | \$90.00 | \$87.30 | 3.00% | Historical data migration from MobileGuard to Professional Archive. Use this product only for migrating historical data from MobileGuard to the Professional Archive. Do not use this for day-forward/live data. |
| Smarsh | VCP-PROD-001947 | Annual policy tuning of Smarsh policy libraries. Includes policy assessment, guidebook, and review meeting. Up to 4 tuning cycles, 20% reduced alert hit rate (not guaranteed): Select: Assessment only. Plus: 5 policies Premium: 10 policies Elite: 25+ policies Additional tuning cycles at hourly rate, additional annual engagements increase quantity. | \$250.00 | \$242.50 | 3.00% | Annual policy tuning of Smarsh policy libraries. Includes policy assessment, guidebook, and review meeting. Up to 4 tuning cycles, 20% reduced alert hit rate (not guaranteed): Select: Assessment only. Plus: 5 policies Premium: 10 policies Elite: 25+ policies Additional tuning cycles at hourly rate, additional annual engagements increase quantity. |

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|--|------------|-------------------|-------------------|--|
| Smarsh | VCP-PROD-001951 | The ChatGPT - Professional Archive Capture channel captures and archives ChatGPT conversations within Professional Archive. This product is compatible with ChatGPT Enterprise only, and archives conversations as email. | \$170.00 | \$164.90 | 3.00% | The ChatGPT - Professional Archive Capture channel captures and archives ChatGPT conversations within Professional Archive. This product is compatible with ChatGPT Enterprise only, and archives conversations as email. |
| Smarsh | VCP-PROD-001961 | Capture and archiving of AT&T SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices using Professional Archive with Capture Mobile. | \$180.00 | \$174.60 | 3.00% | Capture and archiving of AT&T SMS & MMS messages sent/received by a mobile number directly from the AT&T network on corporate devices using Professional Archive with Capture Mobile. |
| Smarsh | VCP-PROD-002005 | NOTE: This replaces AT&T - Professional Archive MobileGuard & is DIFFERENT FROM AT&T- Professional Archive Capture. Netherlands - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. | \$600.00 | \$582.00 | 3.00% | NOTE: This replaces AT&T - Professional Archive MobileGuard & is DIFFERENT FROM AT&T- Professional Archive Capture. Netherlands - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. |
| Smarsh | VCP-PROD-001960 | Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices using Capture Mobile and sent to ProArchive. This replaces Verizon - Professional Archive MobileGuard | \$180.00 | \$174.60 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the Verizon network on corporate devices using Capture Mobile and sent to ProArchive. This replaces Verizon - Professional Archive MobileGuard |
| Smarsh | VCP-PROD-001959 | Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices using Capture Mobile and sent to ProArchive. Can only be sold to Fed & SLED. | \$180.00 | \$174.60 | 3.00% | Capture SMS & MMS messages sent/received by a mobile number directly from the T-Mobile network on corporate devices using Capture Mobile and sent to ProArchive. Can only be sold to Fed & SLED. |
| Smarsh | VCP-PROD-001956 | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. Capture done by the Capture Mobile platform and sent to Professional Archive. | \$360.00 | \$349.20 | 3.00% | Enhancement to the WhatsApp Phone Capture product that enforces employees to add a recording web session for capturing communication of WhatsApp before activating WhatsApp Web or Desktop. This allows running WhatsApp Cloud Capture and WhatsApp Phone Capture in parallel and messages will be captured even if the employees are turning off their mobile device but using WhatsApp Web/Desktop. Capture done by the Capture Mobile platform and sent to Professional Archive. |
| Smarsh | VCP-PROD-002003 | Italy - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. | \$900.00 | \$873.00 | 3.00% | Italy - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform. |
| Smarsh | VCP-PROD-001953 | ONLY FOR SELECTIVE EXTERNAL ARCHIVING FOR MOBILE - Capture Mobile sends a duplicate copy of content to an external destination via SMTP. Client must provide a destination in email address format. All other setups should be sold External Archive - Professional Archive Capture (PROD-001143) | \$60.00 | \$58.20 | 3.00% | ONLY FOR SELECTIVE EXTERNAL ARCHIVING FOR MOBILE - Capture Mobile sends a duplicate copy of content to an external destination via SMTP. Client must provide a destination in email address format. All other setups should be sold External Archive - Professional Archive Capture (PROD-001143) |
| Smarsh | VCP-PROD-002063 | Export to SFTP targets customers who require archived message delivery via SFTP protocol. | \$24.00 | \$23.28 | 3.00% | Export to SFTP targets customers who require archived message delivery via SFTP protocol. |
| Smarsh | VCP-PROD-002065 | Each unique SFTP destination used by the customer requires a setup in addition to the user licensing. Export to SFTP (AKA Generic SFTP) is an archiving destination that allows customers to receive messages in CSV or EML format through the SFTP protocol. | \$3,000.00 | \$2,910.00 | 3.00% | Each unique SFTP destination used by the customer requires a setup in addition to the user licensing. Export to SFTP (AKA Generic SFTP) is an archiving destination that allows customers to receive messages in CSV or EML format through the SFTP protocol. |
| Smarsh | VCP-PROD-002100 | Export to SFTP targets customers who require archived message delivery via SFTP protocol. | \$24.00 | \$23.28 | 3.00% | Export to SFTP targets customers who require archived message delivery via SFTP protocol. |

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Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--------|-----------------|---|----------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-002098 | Add-on to capture MS Teams meeting events, such as convenience recordings, for a Cloud Capture deployment in AWS exporting to Enterprise Archive or third-party archive but NOT applicable for Pro Arch customers. Client must also have MS Teams (Export API) - Cloud Capture - AWS product, and the quantity for the two products must be the same. | \$24.00 | \$23.28 | 3.00% | Add-on to capture MS Teams meeting events, such as convenience recordings, for a Cloud Capture deployment in AWS exporting to Enterprise Archive or third-party archive but NOT applicable for Pro Arch customers. Client must also have MS Teams (Export API) - Cloud Capture - AWS product, and the quantity for the two products must be the same. |
| Smarsh | VCP-PROD-002086 | Hourly Rate for Managed Services Tier 3. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. | \$350.00 | \$339.50 | 3.00% | Hourly Rate for Managed Services Tier 3. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. |
| Smarsh | VCP-PROD-002079 | Hourly Rate for Adoption Services Tier 1. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. | \$300.00 | \$291.00 | 3.00% | Hourly Rate for Adoption Services Tier 1. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002083 | Hourly Rate for Adoption Services Tier 5. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. | \$500.00 | \$485.00 | 3.00% | Hourly Rate for Adoption Services Tier 5. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002087 | Hourly Rate for Managed Services Tier 4. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. | \$400.00 | \$388.00 | 3.00% | Hourly Rate for Managed Services Tier 4. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. |
| Smarsh | VCP-PROD-002081 | Hourly Rate for Adoption Services Tier 3. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. | \$350.00 | \$339.50 | 3.00% | Hourly Rate for Adoption Services Tier 3. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002084 | Hourly Rate for Managed Services Tier 1. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. | \$300.00 | \$291.00 | 3.00% | Hourly Rate for Managed Services Tier 1. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. |
| Smarsh | VCP-PROD-002080 | Hourly Rate for Adoption Services Tier 2. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. | \$325.00 | \$315.25 | 3.00% | Hourly Rate for Adoption Services Tier 2. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002088 | Hourly Rate for Managed Services Tier 5. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. | \$500.00 | \$485.00 | 3.00% | Hourly Rate for Managed Services Tier 5. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. |
| Smarsh | VCP-PROD-002082 | Hourly Rate for Adoption Services Tier 4. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. | \$400.00 | \$388.00 | 3.00% | Hourly Rate for Adoption Services Tier 4. These services accelerate the configuration and deployment of the platform and optimize systems. Please Provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002085 | Hourly Rate for Managed Services Tier 2. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. | \$325.00 | \$315.25 | 3.00% | Hourly Rate for Managed Services Tier 2. To be used within an Annual Services Plan. Please provide SME Role for service within ASP work order. |
| Smarsh | VCP-PROD-002094 | Hourly Rate for Data Engineering services Tier 2. To facilitate additional data engineering or development work. Please provide SME Role for service within contractual SoW/WO. | \$325.00 | \$315.25 | 3.00% | Hourly Rate for Data Engineering services Tier 2. To facilitate additional data engineering or development work. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002090 | Hourly Rate for Data Services Tier 2. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. | \$325.00 | \$315.25 | 3.00% | Hourly Rate for Data Services Tier 2. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002095 | Hourly Rate for Data Engineering services Tier 3. To facilitate additional data engineering or development work. Please provide SME Role for service within contractual SoW/WO. | \$350.00 | \$339.50 | 3.00% | Hourly Rate for Data Engineering services Tier 3. To facilitate additional data engineering or development work. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002092 | Hourly Rate for Data Services Tier 4. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. | \$400.00 | \$388.00 | 3.00% | Hourly Rate for Data Services Tier 4. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. |

Vanguard Cyberpath Price List

Appendix A

| OEM | VTA SKU | Description | MSRP | NJSBA Member Cost | Member Discount % | Additional Information |
|--|--------------------|---|-------------|-------------------|-------------------|---|
| Smarsh | VCP-PROD-002089 | Hourly Rate for Data Services Tier 1. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. | \$300.00 | \$291.00 | 3.00% | Hourly Rate for Data Services Tier 1. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002091 | Hourly Rate for Data Services Tier 3. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. | \$350.00 | \$339.50 | 3.00% | Hourly Rate for Data Services Tier 3. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002096 | Hourly Rate for Support Services Tier 1. Please provide SME Role for service within contractual SoW/WO. | \$300.00 | \$291.00 | 3.00% | Hourly Rate for Support Services Tier 1. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002093 | Hourly Rate for Data Services Tier 5. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. | \$500.00 | \$485.00 | 3.00% | Hourly Rate for Data Services Tier 5. To ensure data accuracy, enrichment, and to facilitate its secure transit. Please provide SME Role for service within contractual SoW/WO. |
| Smarsh | VCP-PROD-002101 | Capture of OneDrive for a Cloud Capture deployment in AWS. | \$36.00 | \$34.92 | 3.00% | Capture of OneDrive for a Cloud Capture deployment in AWS. |
| Smarsh | VCP-PROD-002114 | CDS Pro Archive Full Export, Expedited; starts within 2 weeks. | \$75.00 | \$72.75 | 3.00% | CDS Pro Archive Full Export, Expedited; starts within 2 weeks. |
| Smarsh | VCP-PROD-002113 | CDS Pro Archive Full Export, Standard; starts within 8 weeks. | \$40.00 | \$38.80 | 3.00% | CDS Pro Archive Full Export, Standard; starts within 8 weeks. |
| Smarsh | VCP-PROD-002115 | Configure delivery of captured communication over SFTP. Requires customer to purchase Annual Support - Premiere support. | \$3,000.00 | \$2,910.00 | 3.00% | Configure delivery of captured communication over SFTP. Requires customer to purchase Annual Support - Premiere support. |
| PeopleTec | VCP-THIDS-PT | THIDS (Threat Hunting, Incident Detection, Syslog) | \$45,000.00 | \$40,500.00 | 10.00% | Yearly Rate |
| PeopleTec | VCP- THIDS-PT-MID | Incident Response Hourly Rate Mid (during working hours) | \$148.50 | \$135.00 | 9.09% | Hourly Overage |
| PeopleTec | VCP-THIDS-PT-RS | Incident Response Hourly RateSenior (during working hours) | \$203.50 | \$185.00 | 9.09% | Hourly Overage |
| PeopleTec | VCP-THIDS-PT-SME | Incident Response Hourly RateSME (during working hours) | \$273.90 | \$249.00 | 9.09% | Hourly Overage |
| PeopleTec | VCP-THIDS-PT-WEMID | Incident Response Hourly RateMid (after working hours, weekends and holidays) | \$275.00 | \$250.00 | 9.09% | Hourly Overage |
| PeopleTec | VCP-THIDS-PT-WERS | Incident Response Hourly RateSenior (after working hours, weekends and holidays) | \$385.00 | \$350.00 | 9.09% | Hourly Overage |
| PeopleTec | VCP-THIDS-PT-WERMS | Incident Response Hourly RateSME (after working hours, weekends and holidays) | \$440.00 | \$400.00 | 9.09% | Hourly Overage |
| Pricing Note: The prices listed reflect "not-to-exceed" member costs, based on the original equipment manufacturer's (OEM's) current SKUs, list prices, and committed discount structure offered to NJSBA membership. The manufacturer reserves the right to increase the discount based on market factors. Vanguard Cyberpath reserves the right to update pricing if the OEM modifies its SKUs, list pricing, or available discount tiers. Any such adjustments will be communicated promptly and applied in alignment with the most current manufacturer terms. | | | | | | |