

Vanguard Cyberpath Price List 25-05

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Cloudflare	VCP-CF-PLA-1YR	Cloudflare Platform Access	\$15,000.00	\$13,500.00	\$12,000.00	Cloudflare platform enablement
Cloudflare	VCP-CF-STAFF-1YR	Cloudflare Platform Bundle for Staff User License	\$15.00	\$13.50	\$12.00	Cloudflare services enablement for full time employee
Cloudflare	VCP-CF-STUD-1YR	Cloudflare Platform Bundle for Student User License	\$8.00	\$7.20	\$6.40	Cloudflare services enablement for one student
Cloudflare	VCP-CF-ACC-1U1Y	Access/User (FTE)	\$336.00	\$295.68	\$201.60	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-SWG-1U1Y	Gateway/User (FTE)	\$336.00	\$295.68	\$201.60	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-RBI-1U1Y	Advanced Browser Isolation/User (FTE)	\$168.00	\$147.84	\$100.80	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-CSB-1U1Y	CASB/User (FTE)	\$336.00	\$295.68	\$201.60	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-DLP-1U1Y	Data Loss Prevention (DLP)/User (FTE)	\$336.00	\$295.68	\$201.60	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-ESE-1U1Y	Email Security Enterprise/User (FTE)	\$12.00	\$10.80	\$10.20	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-PGD-1U1Y	Email Security PhishGuard/User (FTE)	\$12.00	\$10.80	\$10.20	Cost is per full time employee, per year, based on one year contract.
Cloudflare	VCP-CF-ASC-SM1Y	Application Security Core Small, inclusive of L7 advanced DDoS.	\$65,340.00	\$57,499.20	\$51,749.28	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.	\$87,120.00	\$76,665.60	\$68,999.04	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.	\$116,160.00	\$102,220.80	\$91,998.72	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.	\$79,860.00	\$70,276.80	\$63,249.12	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.	\$101,640.00	\$89,443.20	\$80,498.88	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.	\$137,940.00	\$121,387.20	\$109,248.48	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	\$24,684.00	\$21,721.92	\$19,549.73	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	\$29,040.00	\$25,555.20	\$22,999.68	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	\$33,396.00	\$29,388.48	\$26,449.63	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	\$24,684.00	\$21,721.92	\$19,549.73	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	\$29,040.00	\$25,555.20	\$22,999.68	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	\$33,396.00	\$29,388.48	\$26,449.63	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	\$24,684.00	\$21,721.92	\$19,549.73	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	\$29,040.00	\$25,555.20	\$22,999.68	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	\$33,396.00	\$29,388.48	\$26,449.63	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.	\$1,380.00	\$1,214.40	\$1,104.00	Cost is per full time employee, per year, based on multi-year contract. Agreement is factored using a minimum of 500 FTEs
Cloudflare	VCP-CF-MSP-MYR	Management of ZTNA ENT:	\$600.00	\$528.00	\$480.00	Cost is per full time employee, per year, based on multi-year contract.

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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.	\$150,000.00	\$132,000.00	\$118,800.00	Pricing is structured as a yearly 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-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.	\$210,000.00	\$184,800.00	\$166,320.00	Pricing is structured as a yearly 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.	\$300,000.00	\$264,000.00	\$237,600.00	Pricing is structured as a yearly 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.	\$238.32	\$209.72	\$192.94	Cost is per TB per Year 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	\$54.00	\$54.00	\$54.00	Cost per million Class A transactions a year.
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	\$4.32	\$4.32	\$4.32	Cost per million Class B transactions a year.
Cloudflare	VCP-CF-DNS-SM1YR	Enterprise DNS Small	\$12,000.00	\$10,560.00	\$9,504.00	Cost based on LookUps, 1 Year Contract
Cloudflare	VCP-CF-DNS-MD1YR	Enterprise DNS Medium	\$30,000.00	\$26,400.00	\$23,760.00	Cost based on LookUps, 1 Year Contract
Cloudflare	VCP-CF-DNS-LG1YR	Enterprise DNS Large	\$54,000.00	\$47,520.00	\$42,768.00	Cost based on LookUps, 1 Year Contract
Cloudflare	VCP-CF-DNS-XL1YR	Enterprise DNS Large	\$90,000.00	\$79,200.00	\$71,280.00	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	\$5.00	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	\$0.30	Overage costs

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Cloudflare	VCP-CF-WRK-1GB	cost per million GB-seconds of compute per month.	\$0.02	\$0.02	\$0.02	Overage costs
Cloudflare	VCP-CF-5IP-MTH	Static IPs - IP Sets	\$36,000.00	\$31,680.00	\$25,344.00	Yearly cost for a set of 5 static IPs
Cloudflare	VCP-CF-IPE-MTH	Static IPs for CDN Egress - IP Static	\$108,000.00	\$95,040.00	\$76,032.00	Yearly cost for static IPs
Cloudflare	VCP-CF-IPS-MTH	Static IPs for Spectrum - IPs	\$18,000.00	\$15,840.00	\$12,672.00	Yearly cost for static IPs
Qualys	VCP-Q-P-VMDR	Vulnerability Management, Detection and Response (VMDR)	\$39.17	\$37.21	\$35.25	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-ICS-VMDR	VMDR for Industrial Control Systems	\$39.17	\$37.21	\$35.25	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-SEM	Qualys Secure Enterprise Mobility	\$39.17	\$37.21	\$35.25	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-TotalCloud	Qualys TotalCloud with FlexScan (based on QLUs)	\$39.17	\$37.21	\$35.25	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-SaaS-DR	Qualys SaaS-DR - QLU (1 User, All Apps = 1 QLU)	\$39.17	\$37.21	\$35.25	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-EDR	Endpoint Detection and Response EDR	\$23.91	\$22.71	\$21.52	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-EDR-AM	Endpoint Detection and Response EDR with Anti-Malware	\$28.97	\$27.52	\$26.07	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-CAR	Custom Assessment and Remediation	\$34.52	\$32.79	\$31.07	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-POL	Policy Audit/Policy Compliance	\$106.00	\$100.70	\$95.40	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-AuditFix	Audit Fix	\$53.00	\$50.35	\$47.70	Cost per Assets/QLUs/Models
Qualys	VCP-Q-E-PUB-FIM	Agent - FIM	\$175.00	\$166.25	\$157.50	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-PM	Agent - PM	\$24.00	\$22.80	\$21.60	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-ELIMINATE	Qualys TruRisk Eliminate	\$48.00	\$45.60	\$43.20	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-TOTALAPPSEC	Qualys TotalAppSec	\$623.40	\$592.23	\$561.06	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-CSAM	CyberSecurity Asset Management	\$28.07	\$26.67	\$25.26	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-TOTALAI	Qualys TotalAI (number of models)	\$2,125.00	\$2,018.75	\$1,912.50	Cost per Assets/QLUs/Models
Qualys	VCP-Q-P-ZLINUX	Z Linux Agent (VM, PC)	\$267.75	\$254.36	\$240.98	Cost per Assets/QLUs/Models
Qualys	VCP-QGSA-6120-A1	QG Scanner Appliance - Hardware	\$3,295.00	\$3,130.25	\$2,965.50	Cost per Assets/QLUs/Models
Qualys	VCP-Q-AP1	Enterprise + CIPS	\$29,995.00	\$28,495.25	\$26,995.50	Cost per Assets/QLUs/Models
Qualys	VCP-Q-SUPP	Optimization & Managed Services	\$72.00	\$68.40	\$64.80	Cost per Assets/QLUs/Models
Thrive	VCP-MSP-MDR-SML	Fully managed EDR from 500 to 5000 users.	\$75.00	\$69.75	\$67.50	Yearly cost per user.
Thrive	VCP-MSP-MDR-MED	Fully managed EDR for up to 5001 to 15000 users.	\$75.00	\$69.75	\$63.75	Yearly cost per user.
Thrive	VCP-MSP-MDR-LRG	Fully managed EDR for up to 15001 to 30000 users.	\$75.00	\$69.75	\$60.00	Yearly cost per user.
Thrive	VCP-MSP-MDR-XLR	Fully managed EDR for over 30000 users.	\$75.00	\$69.75	\$57.75	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	\$3,255.00	\$2,975.00	Monthly Cost per Server.

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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	\$930.00	\$850.00	Monthly Cost per Server.
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	\$930.00	\$850.00	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	\$32.55	\$29.75	Yearly Cost per User.
Thrive	VCP-MSP-CCPS	SKU Represents Cybersecurity, Cloud Solutions, Global network Management, Compliance and Regulations, Professional Service	\$50.00	\$46.50	\$42.50	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	\$0.75	\$0.73	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	\$24.00	\$23.28	Capture of Webex Teams for a Cloud Capture deployment in AWS.
Smarsh	VCP-PROD-001349	Additional connection for this channel	\$0.00	\$0.00	\$0.00	Additional connection for this channel
Smarsh	VCP-PROD-000897	CDS Media - USB Hard Drive (Standard).	\$250.00	\$250.00	\$242.50	CDS Media - USB Hard Drive (Standard).
Smarsh	VCP-PROD-000901	CDS Pro Archive Export Service: Burn customer query results to media & ship.	\$250.00	\$250.00	\$242.50	CDS Pro Archive Export Service: Burn customer query results to media & ship.
Smarsh	VCP-PROD-000902	CDS Media - BluRay.	\$20.00	\$20.00	\$19.40	CDS Media - BluRay.
Smarsh	VCP-PROD-000905	CDS Pro Archive Criteria Export: (\$ 500 minimum fee + Criteria Score Fee) Doubled to Expedite.	\$1,500.00	\$1,500.00	\$1,455.00	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	\$1,000.00	\$970.00	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	\$3,000.00	\$2,910.00	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	\$2,000.00	\$1,940.00	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	\$150.00	\$145.50	Fee for work performed outside of regular business hours based on region.

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Smarsh	VCP-PROD-000224	Additional Connection fee for US Cellular capture for MobileGuard multi tenant.	\$0.00	\$0.00	\$0.00	Additional Connection fee for US Cellular capture for MobileGuard multi tenant.
Smarsh	VCP-PROD-000349	Fee for work performed outside of regular business hours based on region.	\$150.00	\$150.00	\$145.50	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	\$66,000.00	\$64,020.00	Premium offering for Broker/Dealers, Named resources, Enhanced response, SmarshU Training.
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	\$132,000.00	\$128,040.00	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	\$24.00	\$23.28	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	\$24.00	\$23.28	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	\$24.00	\$23.28	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	\$24.00	\$23.28	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	\$5,000.00	\$4,850.00	Onboarding Services for Cloud Capture (per channel - new deployment).
Smarsh	VCP-PROD-000167	Onboarding Services for Cloud Capture (custom - approval required).	\$300.00	\$300.00	\$291.00	Onboarding Services for Cloud Capture (custom - approval required).
Smarsh	VCP-PROD-000166	Onboarding Services for Cloud Capture (per channel - existing deployment)	\$2,500.00	\$2,500.00	\$2,425.00	Onboarding Services for Cloud Capture (per channel - existing deployment)
Smarsh	VCP-PROD-000157	MobileGuard Platform for ST.	\$60,000.00	\$60,000.00	\$58,200.00	MobileGuard Platform for ST.
Smarsh	VCP-PROD-000173	Rogers capture for MobileGuard multi-tenant.	\$120.00	\$120.00	\$116.40	Rogers capture for MobileGuard multi-tenant.
Smarsh	VCP-PROD-000223	US Cellular capture for MobileGuard multi tenant.	\$120.00	\$120.00	\$116.40	US Cellular capture for MobileGuard multi tenant.
Smarsh	VCP-PROD-000330	Vodafone SMS capture for MobileGuard multi tenant.	\$120.00	\$120.00	\$116.40	Vodafone SMS capture for MobileGuard multi tenant.
Smarsh	VCP-PROD-000175	Rogers capture for MobileGuard single-tenant.	\$120.00	\$120.00	\$116.40	Rogers capture for MobileGuard single-tenant.
Smarsh	VCP-PROD-000225	US Cellular capture for MobileGuard single tenant.	\$120.00	\$120.00	\$116.40	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	\$1,000.00	\$970.00	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	\$22,500.00	\$21,825.00	Onboarding Services for MobileGuard (single-tenant).
Smarsh	VCP-PROD-000227	US Cellular capture for MobileGuard server.	\$49.00	\$49.00	\$47.53	US Cellular capture for MobileGuard server.
Smarsh	VCP-PROD-000177	Rogers capture for Mobileguard on-prem/server deployment.	\$49.00	\$49.00	\$47.53	Rogers capture for Mobileguard on-prem/server deployment.
Smarsh	VCP-PROD-000228	Overage for US Cellular capture for MobileGuard server.	\$0.00	\$0.00	\$0.00	Overage for US Cellular capture for MobileGuard server.
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	\$300.00	\$291.00	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	\$150.00	\$145.50	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.	\$120.00	\$120.00	\$116.40	Capture instant messages from the Zoom platform. Captured using the Smarsh Partner API.

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		MUST BE APPROVED BY CORP PRODUCT TEAM.				**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	\$120.00	\$116.40	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	\$85.00	\$82.45	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	\$120.00	\$116.40	Capture AT&T text messages.
Smarsh	VCP-PROD-000424	Capture of email messages. Cannot be used for email marketing, domino, or salesforce email capture.	\$85.00	\$85.00	\$82.45	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	\$65.00	\$63.05	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	\$148.00	\$143.56	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	\$60.00	\$58.20	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	\$3,000.00	\$2,910.00	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	\$3,000.00	\$2,910.00	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	\$3,000.00	\$2,910.00	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	\$600.00	\$582.00	A DVD copy of a clients 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	\$15.00	\$14.55	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	\$25,000.00	\$24,250.00	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	\$21.00	\$20.37	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	\$25,000.00	\$24,250.00	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	\$600.00	\$582.00	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	\$1,000.00	\$970.00	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	\$3,000.00	\$2,910.00	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	\$144.00	\$139.68	Capture and archiving of Youtube video.
Smarsh	VCP-PROD-000448	Capture RingCentral text message. Captured using the Partner API.	\$120.00	\$120.00	\$116.40	Capture RingCentral text message. Captured using the Partner API.

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$60.00	\$58.20	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	\$1,800.00	\$1,746.00	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	\$8,050.00	\$7,808.50	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	\$6,037.00	\$5,855.89	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	\$175.00	\$169.75	Onboarding Services for Pro Archive (custom - approval required).
Smarsh	VCP-PROD-000515	Onboarding Services for Pro Archive LDIF.	\$1,800.00	\$1,800.00	\$1,746.00	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	\$700.00	\$679.00	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	\$525.00	\$509.25	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	\$540.00	\$523.80	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	\$2,100.00	\$2,037.00	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	\$1,575.00	\$1,527.75	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	\$500.00	\$485.00	Onboarding Services for Pro Archive (per domain - new deployment).
Smarsh	VCP-PROD-000524	Onboarding Services for Pro Archive (per domain - existing deployment).	\$200.00	\$200.00	\$194.00	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	\$3,300.00	\$3,201.00	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	\$6,600.00	\$6,402.00	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	\$13,200.00	\$12,804.00	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	\$9,900.00	\$9,603.00	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	\$3,300.00	\$3,201.00	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	\$6,600.00	\$6,402.00	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	\$13,200.00	\$12,804.00	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	\$9,900.00	\$9,603.00	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	\$3,294.50	\$3,195.67	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	\$880.00	\$853.60	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$1,320.00	\$1,280.40	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	\$1,760.00	\$1,707.20	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	\$2,640.00	\$2,560.80	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	\$3,294.50	\$3,195.67	Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams.
Smarsh	VCP-PROD-000595	Access to Smarsh University public instructor led (ILT) classes, web-based (WBT) courses and certification exams.	\$1,094.50	\$1,094.50	\$1,061.67	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	\$434.50	\$421.47	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	\$2.50	\$2.43	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	\$850.00	\$824.50	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	\$1,600.00	\$1,552.00	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	\$9,000.00	\$8,730.00	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	\$850.00	\$824.50	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	\$6,500.00	\$6,305.00	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	\$4,500.00	\$4,365.00	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	\$1,200.00	\$1,164.00	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	\$6.00	\$5.82	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	\$200.00	\$194.00	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	\$28.00	\$27.16	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$1,200.00	\$1,164.00	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	\$60.00	\$58.20	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-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	\$3,000.00	\$2,910.00	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	\$3,000.00	\$2,910.00	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-000743	Nuclei Product Bundle.	\$0.00	\$0.00	\$0.00	Nuclei Product Bundle.
Smarsh	VCP-PROD-000646	Onboarding Services for Nuclei.	\$5,500.00	\$5,500.00	\$5,335.00	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	\$2.50	\$2.43	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	\$4,800.00	\$4,656.00	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	\$110.00	\$106.70	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	\$2,000.00	\$1,940.00	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. Replaced with Policy Tuning - Professional Archive (PROD-001947).	\$6,600.00	\$6,600.00	\$6,402.00	Annual tuning of Policies for Pro Archive. Policy Library Asset required, this does not include tuning of customer's policies. Replaced with Policy Tuning - Professional Archive (PROD-001947).
Smarsh	VCP-PROD-000656	One-time setup of supervision services to configure: 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. 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.	\$599.00	\$599.00	\$581.03	One-time setup of supervision services to configure: 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. 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.
Smarsh	VCP-PROD-000643	Fee to retain data longer than the include retention period. Should be included when using the Capture & Archive - Professional Archive AWS SKU.	\$2.50	\$2.50	\$2.43	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	\$1.32	\$1.28	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$48.00	\$46.56	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	\$144.00	\$139.68	Capture and archiving of TikTok video.
Smarsh	VCP-PROD-000908	CDS Pro Archive Criteria Export: (\$2000 minimum fee + Criteria Score Fee) Doubled to Expedite.	\$6,000.00	\$6,000.00	\$5,820.00	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	\$9,000.00	\$8,730.00	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	\$20,000.00	\$19,400.00	CDS Media - NAS Device.
Smarsh	VCP-PROD-000904	CDS Pro Archive Criteria Export: \$ 500 minimum fee + Criteria Score Fee.	\$500.00	\$500.00	\$485.00	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	\$120.00	\$116.40	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	\$30,000.00	\$29,100.00	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	\$7.00	\$6.79	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	\$3,000.00	\$2,910.00	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	\$120.00	\$116.40	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	\$24.00	\$23.28	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	\$500.00	\$485.00	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	\$300.00	\$291.00	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	\$10.00	\$9.70	CDS Media - DVD.
Smarsh	VCP-PROD-000911	CDS Pro Archive Criteria Export: Quoted minimum fee + Criteria Score Fee.	\$3,000.00	\$3,000.00	\$2,910.00	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	\$120.00	\$116.40	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	\$120.00	\$116.40	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	\$67,500.00	\$65,475.00	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	\$100,000.00	\$97,000.00	Capture of Dedicated Encryption for a cloud capture deployment in AWS.

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Smarsh	VCP-PROD-001041	Capture of Other Audio/Video and archiving with Professional Archive	\$144.00	\$144.00	\$139.68	Capture of Other Audio/Video and archiving with Professional Archive
Smarsh	VCP-PROD-000982	Conversion fee per GB for NSF to EML.	\$3.00	\$3.00	\$2.91	Conversion fee per GB for NSF to EML.
Smarsh	VCP-PROD-000983	Conversion fee per GB for PST to EML.	\$2.00	\$2.00	\$1.94	Conversion fee per GB for PST to EML.
Smarsh	VCP-PROD-000986	Physical destruction of physical media (DVDs, Flash Drives, USB Drives).	\$100.00	\$100.00	\$97.00	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	\$1.00	\$0.97	To move the past due balance from Zuora to SFDC Billing
Smarsh	VCP-PROD-001060		\$62,700.00	\$62,700.00	\$60,819.00	
Smarsh	VCP-PROD-001064		\$131,600.00	\$131,600.00	\$127,652.00	
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	\$228,800.00	\$221,936.00	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	\$10.00	\$9.70	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	\$300.00	\$291.00	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		\$65,800.00	\$65,800.00	\$63,826.00	
Smarsh	VCP-PROD-001066	4 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours.	\$114,400.00	\$114,400.00	\$110,968.00	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-000984	Physical destruction of appliances (NAS Devices, Rackable Storage, Servers).	\$500.00	\$500.00	\$485.00	Physical destruction of appliances (NAS Devices, Rackable Storage, Servers).
Smarsh	VCP-PROD-000985	One-time fee for storing appliances (NAS Devices, Rackable Storage, Servers).	\$1,200.00	\$1,200.00	\$1,164.00	One-time fee for storing appliances (NAS Devices, Rackable Storage, Servers).
Smarsh	VCP-PROD-001020	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.	\$302,500.00	\$302,500.00	\$293,425.00	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-001006	Add on for Cloud Capture MT environment. Only applicable to LinkedIn.	\$24.00	\$24.00	\$23.28	Add on for Cloud Capture MT environment. Only applicable to LinkedIn.
Smarsh	VCP-PROD-001004	Capture of Zoom meeting chat in Cloud Capture deployment. Available only as a multi-tenant deployment.	\$24.00	\$24.00	\$23.28	Capture of Zoom meeting chat in Cloud Capture deployment. Available only as a multi-tenant deployment.
Smarsh	VCP-PROD-001065	2 hrs/day dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, single geo, business hours.	\$57,200.00	\$57,200.00	\$55,484.00	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-001086	Capture of LinkedIn. Available only as a multi-tenant deployment	\$120.00	\$120.00	\$116.40	Capture of LinkedIn. Available only as a multi-tenant deployment
Smarsh	VCP-PROD-001062	Dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, multi-geo.	\$750,000.00	\$750,000.00	\$727,500.00	Dedicated Smarsh SME for services including: mentoring, application support, updates, assessment, performance, optimization. Overages applicable, no rollover, multi-geo.
Smarsh	VCP-PROD-001061		\$125,400.00	\$125,400.00	\$121,638.00	
Smarsh	VCP-PROD-001039	Capture of TikTok video. (Licensed per video, capture and transcription included) and archiving with Professional Archive	\$144.00	\$144.00	\$139.68	Capture of TikTok video. (Licensed per video, capture and transcription included) and archiving with Professional Archive

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Smarsh	VCP-PROD-001037	Capture of YouTube video. (Licensed per video, capture and transcription included) and archiving with Professional Archive	\$144.00	\$144.00	\$139.68	Capture of YouTube video. (Licensed per video, capture and transcription included) and archiving with Professional Archive
Smarsh	VCP-PROD-001033	Capture of audio/video for channels that do not currently have a specific SKU.	\$120.00	\$120.00	\$116.40	Capture of audio/video for channels that do not currently have a specific SKU.
Smarsh	VCP-PROD-001087	Onboarding Services for Nuclei.	\$1,650.00	\$1,650.00	\$1,600.50	Onboarding Services for Nuclei.
Smarsh	VCP-PROD-001091	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	\$0.66	\$0.64	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-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	\$11,000.00	\$10,670.00	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	\$10,000.00	\$9,700.00	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	\$36.00	\$34.92	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	\$1,534.50	\$1,488.47	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	\$1,534.50	\$1,488.47	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	\$2.50	\$2.43	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	\$850.00	\$824.50	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	\$1,200.00	\$1,164.00	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	\$85.00	\$82.45	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	\$120.00	\$116.40	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	\$85.00	\$82.45	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	\$620.00	\$601.40	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	\$275.00	\$266.75	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	\$280.00	\$271.60	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	\$500.00	\$485.00	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$2.50	\$2.43	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	\$750.00	\$727.50	Required when a customer does not want the entire population captured (for Cloud Capture).
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	\$2,100.00	\$2,037.00	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	\$1,800.00	\$1,746.00	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	\$110.00	\$106.70	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	\$370,000.00	\$358,900.00	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 pre-requisite 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	\$2,500.00	\$2,425.00	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	\$7,500.00	\$7,275.00	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. O365 E5 license is required.	\$120.00	\$120.00	\$116.40	Capture of Microsoft Teams using Export API on Cloud Capture to send to Professional Archive for archiving. O365 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	\$1,500.00	\$1,455.00	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	\$2.50	\$2.43	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	\$180.00	\$174.60	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	\$80.00	\$77.60	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	\$132,000.00	\$128,040.00	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$165,000.00	\$160,050.00	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	\$40.00	\$38.80	Add-on to capture Zoom meeting video for a cloud capture deployment in AWS. Client must also have Zoom Meeting Audio (PROD-001392).
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	\$250.00	\$242.50	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	\$50.00	\$48.50	Return of physical media (DVDs, Flash Drives, USB Drives).
Smarsh	VCP-PROD-001302	Return of appliances (NAS Devices, Rackable Storage, Servers).	\$200.00	\$200.00	\$194.00	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	\$120.00	\$116.40	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	\$720.00	\$698.40	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	\$24.00	\$23.28	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	\$144.00	\$139.68	Capture of Other Audio/Video.
Smarsh	VCP-PROD-001690	The capture of comments and posts from customers subreddit.	\$2.16	\$2.16	\$2.10	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	\$144.00	\$139.68	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	\$144.00	\$139.68	Capture of TikTok video.
Smarsh	VCP-PROD-001693	Capture of Youtube video.	\$144.00	\$144.00	\$139.68	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	\$120.00	\$116.40	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	\$120.00	\$116.40	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	\$420.00	\$407.40	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. Currently only available for numbers in the US/Canada.	\$300.00	\$300.00	\$291.00	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.
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. 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	\$300.00	\$291.00	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. 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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$300.00	\$291.00	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	\$1.00	\$0.97	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).
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	\$72.00	\$69.84	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	\$320,000.00	\$310,400.00	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	\$10.00	\$9.70	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	\$10,000.00	\$9,700.00	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	\$40.00	\$38.80	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	\$120.00	\$116.40	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	\$300.00	\$291.00	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	\$300.00	\$291.00	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	\$300.00	\$291.00	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	\$10,000.00	\$9,700.00	Onboarding services for Mobile platforms (per channel - new deployment). Remote configuration, knowledge transfer, and project management. Recommended connections: 251-500.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Smarsh	VCP-PROD-001873	Fee for work performed outside of regular business hours based on region.	\$150.00	\$150.00	\$145.50	Fee for work performed outside of regular business hours based on region.
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	\$120.00	\$116.40	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	\$180.00	\$174.60	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	\$240.00	\$232.80	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	\$360.00	\$349.20	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	\$1,500.00	\$1,455.00	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	\$300.00	\$291.00	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	\$300.00	\$291.00	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.
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. Numbers outside of the US/Canada require an extra cost.	\$480.00	\$480.00	\$465.60	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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. Can only be sold to Fed & SLED.	\$120.00	\$120.00	\$116.40	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.
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	\$120.00	\$116.40	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-001859	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. 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	\$480.00	\$465.60	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. 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	\$3,500.00	\$3,395.00	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	\$1.00	\$0.97	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	\$1.00	\$0.97	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	\$1.00	\$0.97	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	\$1.00	\$0.97	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	\$1.00	\$0.97	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	\$12,000.00	\$11,640.00	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	\$300.00	\$291.00	Add additional International Texting and Calling Package to Enterprise Number Archiver service.
Smarsh	VCP-PROD-001790	International Enterprise Number for Mobile App activation.	\$1,500.00	\$1,500.00	\$1,455.00	International Enterprise Number for Mobile App activation.
Smarsh	VCP-PROD-001791	Secure Enterprise Messaging - App Service License per user.	\$60.00	\$60.00	\$58.20	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	\$12,000.00	\$11,640.00	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	\$50.00	\$48.50	One time fee per user for implementation.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$60.00	\$58.20	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	\$60.00	\$58.20	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	\$120.00	\$116.40	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	\$180.00	\$174.60	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.
		Numbers outside of the US/Canada require an extra cost.				Numbers outside of the US/Canada require an extra cost.
Smarsh	VCP-PROD-001768	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	\$240.00	\$232.80	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.
		Numbers outside of the US/Canada require an extra cost.				Numbers outside of the US/Canada require an extra cost.
Smarsh	VCP-PROD-001769	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	\$360.00	\$349.20	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.
		Numbers outside of the US/Canada require an extra cost.				Numbers outside of the US/Canada require an extra cost.
Smarsh	VCP-PROD-001770	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	\$300.00	\$291.00	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.
		Numbers outside of the US/Canada require an extra cost.				Numbers outside of the US/Canada require an extra cost.
Smarsh	VCP-PROD-001877	Advanced Support for the TeleMessage product lines - 21% of total license with a \$6,000 minimum.	\$6,000.00	\$6,000.00	\$5,820.00	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	\$120.00	\$116.40	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	\$0.60	\$0.58	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.
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	\$300.00	\$291.00	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.				Numbers outside of the US/Canada require an extra cost.
Smarsh	VCP-PROD-001776	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	\$300.00	\$291.00	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.				Numbers outside of the US/Canada require an extra cost.

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Smarsh	VCP-PROD-001777	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.	\$420.00	\$420.00	\$407.40	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.
Smarsh	VCP-PROD-001779	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.	\$120.00	\$120.00	\$116.40	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.
Smarsh	VCP-PROD-001780	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	\$120.00	\$116.40	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	\$300.00	\$291.00	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	\$300.00	\$291.00	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	\$420.00	\$407.40	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	\$120.00	\$116.40	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	\$88.24	\$85.59	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	\$1.20	\$1.16	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	\$49,500.00	\$48,015.00	Text to Landline flat fee.
Smarsh	VCP-PROD-001812	Bell Network Archiver Service.	\$88.24	\$88.24	\$85.59	Bell Network Archiver Service.
Smarsh	VCP-PROD-001796	Text to Landline per message fee.	\$5.00	\$5.00	\$4.85	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	\$35,000.00	\$33,950.00	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	\$10,000.00	\$9,700.00	Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. Client must have BCS or Plus Premium Support Services.
Smarsh	VCP-PROD-001885	Up to 3 users for 2 weeks.	\$500.00	\$500.00	\$485.00	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. Included for clients with Premier Support.	\$10,000.00	\$10,000.00	\$9,700.00	Customizable daily configuration reports sent to the Client Administrator. Price is per report sent. Included for clients with Premier Support.
Smarsh	VCP-PROD-001927	One time fee per connection.	\$25.00	\$25.00	\$24.25	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	\$1,000.00	\$970.00	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	\$25.00	\$24.25	One time setup that is charged to CSL.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$20,000.00	\$19,400.00	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	\$24.00	\$23.28	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	\$24.00	\$23.28	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	\$1,000.00	\$970.00	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	\$1.00	\$0.97	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	\$24.00	\$23.28	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	\$24.00	\$23.28	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	\$3,000.00	\$2,910.00	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. Standard daily reconciliation reports sent to the Client Administrator. Price is per report sent.	\$3,000.00	\$3,000.00	\$2,910.00	Included for clients with Advanced or Premier Support. 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	\$3,000.00	\$2,910.00	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	\$25.00	\$24.25	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	\$20,000.00	\$19,400.00	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	\$25.00	\$24.25	One time fee per connection.
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	\$120.00	\$116.40	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	\$1,000.00	\$970.00	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	\$120.00	\$116.40	Receive SMS & MMS messages sent/received by a mobile number directly from the Rogers network side to the Capture Mobile platform.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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.	\$60.00	\$60.00	\$58.20	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.				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	\$3,000.00	\$2,910.00	Onboarding services for Capture Mobile Salesforce Module.
Smarsh	VCP-PROD-000127	Onboarding services for Capture Mobile Single Sign-on (SSO) integration.	\$3,000.00	\$3,000.00	\$2,910.00	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	\$3,000.00	\$2,910.00	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	\$500.00	\$485.00	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	\$1.00	\$0.97	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	\$120.00	\$116.40	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	\$90.00	\$87.30	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.
		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.				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.
Smarsh	VCP-PROD-001947	Plus: 5 policies Premium: 10 policies Elite: 25+ policies Additional tuning cycles at hourly rate, additional annual engagements increase quantity.	\$250.00	\$250.00	\$242.50	Plus: 5 policies Premium: 10 policies Elite: 25+ policies Additional tuning cycles at hourly rate, additional annual engagements increase quantity.
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	\$170.00	\$164.90	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. NOTE: This replaces AT&T - Professional Archive MobileGuard & is DIFFERENT FROM AT&T- Professional Archive Capture.	\$180.00	\$180.00	\$174.60	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. NOTE: This replaces AT&T - Professional Archive MobileGuard & is DIFFERENT FROM AT&T- Professional Archive Capture.

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Smarsh	VCP-PROD-002005	Netherlands - Capture of WhatsApp chats, messages, calls, multimedia, deleted messages, and other attachments by the Capture Mobile platform.	\$600.00	\$600.00	\$582.00	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	\$180.00	\$174.60	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	\$180.00	\$174.60	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	\$360.00	\$349.20	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	\$900.00	\$873.00	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	\$60.00	\$58.20	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	\$24.00	\$23.28	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	\$3,000.00	\$2,910.00	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	\$24.00	\$23.28	Export to SFTP targets customers who require archived message delivery via SFTP protocol.
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	\$24.00	\$23.28	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	\$350.00	\$339.50	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	\$300.00	\$291.00	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	\$500.00	\$485.00	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	\$400.00	\$388.00	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.

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
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	\$350.00	\$339.50	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	\$300.00	\$291.00	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	\$325.00	\$315.25	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	\$500.00	\$485.00	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	\$400.00	\$388.00	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	\$325.00	\$315.25	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	\$325.00	\$315.25	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	\$325.00	\$315.25	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	\$350.00	\$339.50	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	\$400.00	\$388.00	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.
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	\$300.00	\$291.00	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	\$350.00	\$339.50	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	\$300.00	\$291.00	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	\$500.00	\$485.00	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	\$36.00	\$34.92	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	\$75.00	\$72.75	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	\$40.00	\$38.80	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	\$3,000.00	\$2,910.00	Configure delivery of captured communication over SFTP. Requires customer to purchase Annual Support - Premiere support.

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
PeopleTec	VCP-THIDS-PT	THIDS (Threat Hunting, Incident Detection, Syslog)	\$45,000.00	\$42,750.00	\$40,500.00	Yearly Rate
PeopleTec	VCP- THIDS-PT-MID	Incident Response Hourly Rate Mid (during working hours)	\$148.50	\$141.08	\$135.00	Hourly Overage
PeopleTec	VCP-THIDS-PT-RS	Incident Response Hourly RateSenior (during working hours)	\$203.50	\$193.33	\$185.00	Hourly Overage
PeopleTec	VCP-THIDS-PT-SME	Incident Response Hourly RateSME (during working hours)	\$273.90	\$260.21	\$249.00	Hourly Overage
PeopleTec	VCP-THIDS-PT-WEMID	Incident Response Hourly RateMid (after working hours, weekends and holidays)	\$275.00	\$261.25	\$250.00	Hourly Overage
PeopleTec	VCP-THIDS-PT-WERS	Incident Response Hourly RateSenior (after working hours, weekends and holidays)	\$385.00	\$365.75	\$350.00	Hourly Overage
PeopleTec	VCP-THIDS-PT-WERMS	Incident Response Hourly RatesME (after working hours, weekends and holidays)	\$440.00	\$418.00	\$400.00	Hourly Overage
Vanguard Technology	VCP-EPT-50	External Penetration Test, for <50 live IPs, inclusive of technical report.	\$15,000.00	\$14,250.00	\$13,950.00	Service Fee
Vanguard Technology	VCP-EPT-250	External Penetration Test, for <250 live IPs, inclusive of technical report.	\$20,000.00	\$19,000.00	\$18,600.00	Service Fee
Vanguard Technology	VCP-EPT-1000	External Penetration Test, for <1000 live IPs, inclusive of technical report.	\$25,000.00	\$23,750.00	\$23,250.00	Service Fee
Vanguard Technology	VCP-INT-100	Internal Network Penetration Test, for <100 servers and <1000 workstations, inclusive of technical report.	\$20,000.00	\$19,000.00	\$18,600.00	Service Fee
Vanguard Technology	VCP-INT-450	Internal Network Penetration Test, for <450 servers and <2000 workstations, inclusive of technical report.	\$25,000.00	\$23,750.00	\$23,250.00	Service Fee
Vanguard Technology	VCP-INT-800	Internal Network Penetration Test, for <800 servers and <5000 workstations, inclusive of technical report.	\$35,000.00	\$33,250.00	\$32,550.00	Service Fee
Vanguard Technology	VCP-WAP-SML	Web Application Penetration Test: "Small" Web Application	\$20,000.00	\$19,000.00	\$18,600.00	Service Fee
Vanguard Technology	VCP-WAP-AVG	Web Application Penetration Test: "Average" Web Application	\$25,000.00	\$23,750.00	\$23,250.00	Service Fee
Vanguard Technology	VCP-WAP-LRG	Web Application Penetration Test: "Large" Web Application	\$35,000.00	\$33,250.00	\$32,550.00	Service Fee
Vanguard Technology	VCP-ASCOMP-DED	Assumed Compromise: includes Pivot Test and Command and Control and Data Exfiltration Detection	\$50,000.00	\$47,500.00	\$46,500.00	Service Fee
Vanguard Technology	VCP-ASCOMP-PTO	Assumed Compromise: Pivot Test Only	\$25,000.00	\$23,750.00	\$23,250.00	Service Fee
Vanguard Technology	VCP-IP24	Acquisition of /24 IP range and required services with ARIN	\$25,000.00	\$23,750.00	\$22,500.00	Service Fee
Vanguard Technology	VCP-IP23	Acquisition of /23 IP range and required services with ARIN	\$35,000.00	\$33,250.00	\$31,500.00	Service Fee
Vanguard Technology	VCP-IP22	Acquisition of /22 IP range and required services with ARIN	\$45,000.00	\$42,750.00	\$40,500.00	Service Fee
Vanguard Technology	VCP-BGP-IMP	BGP Implementation services, for two circuits.	\$25,000.00	\$23,750.00	\$22,500.00	Service Fee
Vanguard Technology	VCP-BGP-ADD	BGP Implementation services, additional circuits.	\$10,000.00	\$9,500.00	\$7,500.00	Service Fee
Vanguard Technology	VCP-SIS-SML	SIS Shield Licensing and Implementation	\$15,000.00	\$14,250.00	\$12,000.00	Licensing and Service Fee for One Year
Vanguard Technology	VCP-SIS-MED	SIS Shield Licensing and Implementation	\$20,000.00	\$19,000.00	\$16,000.00	Licensing and Service Fee for One Year
Vanguard Technology	VCP-SIS-LRG	SIS Shield Licensing and Implementation	\$25,000.00	\$23,750.00	\$20,000.00	Licensing and Service Fee for One Year
Vanguard Technology	VCP-SIS-XL	SIS Shield Licensing and Implementation	\$40,000.00	\$38,000.00	\$32,000.00	Licensing and Service Fee for One Year
Vanguard Technology	VCP-IDM-SML	Identity Management Review and Cleanse	\$15,000.00	\$14,250.00	\$12,000.00	Service Fee
Vanguard Technology	VCP-IDM-MED	Identity Management Review and Cleanse	\$22,500.00	\$21,375.00	\$18,000.00	Service Fee
Vanguard Technology	VCP-IDM-LRG	Identity Management Review and Cleanse	\$30,000.00	\$28,500.00	\$24,000.00	Service Fee
Vanguard Technology	VCP-IDM-XL	Identity Management Review and Cleanse	\$40,000.00	\$38,000.00	\$32,000.00	Service Fee

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OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
Vanguard Technology	VCP-ARC-HR	Hourly Rate for Network/Cloud Security Architect	\$385.00	\$365.75	\$350.00	Hourly Rate for Service
Vanguard Technology	VCP-ENG-HR	Hourly Rate for Network/Cloud/Data Security Engineer	\$295.00	\$280.25	\$275.00	Hourly Rate for Service
Vanguard Technology	VCP-PRO-HR	Hourly Rate for Network/Cloud/Data Security Analyst	\$225.00	\$213.75	\$205.00	Hourly Rate for Service
Vanguard Technology	VCP-SEC-HR	Hourly Rate for Network/Cloud/Data Project Manager	\$195.00	\$185.25	\$180.00	Hourly Rate for Service
Vanguard Technology	VCP-PRO-HR	Hourly Rate for Network/Cloud/Data Project Technician	\$150.00	\$142.50	\$135.00	Hourly Rate for Service
Vanguard Technology	VCP-DOC-HR	Hourly Rate for Network/Cloud/Data Documentation Specialist	\$125.00	\$118.75	\$110.00	Hourly Rate for Service
Vanguard Technology	VCP-SOW-PRO	Customized SOW based on project scope and combined hourly rate	NA	NA	NA	SOW will be defined by project requirements, sum of hourly rate will be discounted by 20%.
Vanguard Technology	VCP-SFP-25G-SR	SFP28 25G SR 850nm 100m LC/UPC MMF	\$125.00	\$112.50	\$100.00	Per optic
Vanguard Technology	VCP-SFP-10G-25G-SR	SFP28 10/25G Dual-Rate SR 850nm 100m LC/UPC MMF	\$125.00	\$112.50	\$100.00	Per optic
Vanguard Technology	VCP-SFP-10GT-30M	SFP+ 10GBASE-T Copper 30m RJ-45	\$250.00	\$225.00	\$200.00	Per optic
Vanguard Technology	VCP-SFP-10G-SR	SFP+ 10G SR 850nm 300m LC/UPC MMF	\$75.00	\$67.50	\$60.00	Per optic
Vanguard Technology	VCP-SFP-1G-SX	SFP 1G SX 850nm 550m LC/UPC MMF	\$50.00	\$45.00	\$40.00	Per optic
Vanguard Technology	VCP-QSFP-LR-100G	QSFP28 100G LR 1310nm 10km LC/UPC SMF	\$1,000.00	\$900.00	\$800.00	Per optic
Vanguard Technology	VCP-QSFP-FR-100G	QSFP28 100G FR 1310nm 2km LC/UPC SMF	\$850.00	\$765.00	\$680.00	Per optic
Vanguard Technology	VCP-QSFP-DR-100G	QSFP28 100G DR 1310nm 500m LC/UPC SMF	\$750.00	\$675.00	\$600.00	Per optic
Vanguard Technology	VCP-CBL-FBR-OM4-5M	5m LC/UPC Duplex OM4 MMF Fiber Patch, Aqua	\$25.00	\$22.50	\$20.00	Per cable
Vanguard Technology	VCP-CBL-FBR-OM4-1M	1m LC/UPC Duplex OM4 MMF Fiber Patch, Aqua	\$12.00	\$10.80	\$9.60	Per cable
Vanguard Technology	VCP-CBL-FBR-OS2-1M	1m LC/UPC Duplex OS2 SMF Fiber Patch, Yellow (10-pk)	\$120.00	\$108.00	\$96.00	Per 10-pk of cables
Vanguard Technology	VCP-CBL-FBR-OS2-3M	3m LC/UPC Duplex OS2 SMF Fiber Patch, Yellow (10-pk)	\$130.00	\$117.00	\$104.00	Per 10-pk of cables
Vanguard Technology	VCP-CBL-CAT6A-6IN-BL	6in Cat6a U/UTP LSZH Patch Cable, Blue	\$10.00	\$9.00	\$8.00	Per cable
Vanguard Technology	VCP-CBL-CAT6A-2FT-BK	2ft Cat6a U/UTP LSZH Patch Cable, Black	\$10.00	\$9.00	\$8.00	Per cable
Vanguard Technology	VCP-CBL-CAT6A-5FT-BK	5ft Cat6a U/UTP LSZH Patch Cable, Black	\$12.00	\$10.80	\$9.60	Per cable
Vanguard Technology	VCP-CBL-CAT6A-6FT-BK	6ft Cat6a U/UTP LSZH Patch Cable, Black	\$15.00	\$13.50	\$12.00	Per cable
Vanguard Technology	VCP-1EH-SET	Edge VM server + Virtualization platform + Initial Setup	\$10,000.00	\$9,000.00	\$8,500.00	Per unit
Vanguard Technology	VCP-1EH-SAM	Edge VM server + Virtualization platform + Initial Setup + 1st Year Annual Management Annual management services include montly Patches, VM creation assistance, network trunking assistance.	\$13,500.00	\$12,150.00	\$11,475.00	Per unit
Vanguard Technology	VCP-1EH-AM	Edge VM Annual Management Annual service for monthly patches, VM creation assistance, network trunking assistance	\$6,000.00	\$5,400.00	\$5,100.00	Per unit
Vanguard Technology	VCP-1EH-OPB	Edge VM On-prem Backups Setup PBS server on premise, must have separate physical system	\$6,000.00	\$5,400.00	\$5,100.00	Per unit
Vanguard Technology	VCP-1EH-OSB	Edge VM Offsite Backups Cloud based PBS server (DO or GCP)	\$7,000.00	\$6,300.00	\$5,950.00	Per unit

OEM	VTA SKU	Description	List	Standard Cost	NJSBA Member Cost	Additional Information
<p>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 makes changes to SKUs, list pricing, or available discount tiers. Any such adjustments will be communicated promptly and applied in alignment with the most current manufacturer terms.</p>						