

COST AVOIDANCE (Provided by Vendor)

Based on Top Products Sold per Monthly Sales Reporting

***DIR CUSTOMER PRICE** contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.
 For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%)

Request for Offers (RFO): DIR-CPO-TMP-570
Software, Commercial Off-the-Shelf (COTS) And Related Services

Vendor Name:						
	Manufacturer/ Brand	Product Description	Manufacturer's Part Number	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price *
1	Armis	Vulnerability Management	ARM-AVM-B-9999	\$75,000.00	5.00%	\$71,784.375
2	AttackIQ	Cloud Management	AIQ-CLDMGT-1YR	\$125,000.00	12.00%	\$110,825.000
3	BeyondTrust	Advanced Web Access	PRA-CLOUD-WEB	\$6,503.00	15.00%	\$5,569.007
4	Cisco Duo	Standard MFA	DUO-MFA	\$3.00	10.00%	\$2.720
5	Critical Start	Managed detection for Cisco Umbrella	CS-MDR-SW ₁ CS CO-UMB-1-249	\$34.63	5.00%	\$33.145
6	CrowdStrike	Falcon Endpoint Protection	CS.EPPENT.SOLN	\$61.38	12.50%	\$54.110
7	Cyberark	Workforce Identity Standard	WORKFORCE-STANDARD-USER-SAAS	\$8.00	15.00%	\$6.851
8	Exabeam	Incident Responder Add-on	ADDON-IR-1-SEAT-1-YR	\$24,000.00	8.00%	\$22,245.600
9	LogRhythm	Cloud Subscription	LR-CLOUD-S	\$36.25	10.00%	\$32.870
10	Netskope	Cloud Inline	NK-P-CL DINL-STD	\$55.22	8.00%	\$51.183
11	Okta	Adaptive MFA	G020	\$72.00	10.50%	\$64.923
12	Palo Alto	Cortex XDR	PAN-XDR-ADV-EP	\$174.54	12.00%	\$154.747