



Analog Informatics™
Corporation

Enterprise Price List

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This Enterprise Price List is a separate document. It is not a schedule to the Software License Terms (the "**License**" or End User License Agreement ("**EULA**")), the Product Terms, or any partner agreement. It is incorporated into the License as stated there. This Enterprise Price List binds when Customer accepts the License by an affirmative electronic act after the License is presented (clickwrap), or by a signed copy of the License when that path applies.

This list does not meter passwords, secrets, or credential counts.

Model. A la carte component parts by privileged **users** (people) and **managed systems** - Internal Managed Systems Count and External Managed Systems - the same commercial shape Competitors use. Optional Section 5 edition packages set included user and system floors. Catalog binds sit in the package or a la carte stack base, not as counted connector slots. No startup fee. Year 1 is twelve monthly charges. This Enterprise Price List is **not** a kitted Cybersecurity Maturity Model Certification (**CMMC**) enclave package.

Users = people. **Internal Managed Systems Count** = systems inside the work area (servers and workstations) that AIC manages under Privileged Identity Management (**PIM**), Privileged Access Management (**PAM**), and Privileged User Management (**PUM**). **External Managed Systems** = systems outside that connect into the environment (**AIC-EP-EXT**). Jump = session Connect broker / Jump host capacity.

CMMC Level 1 / 2 / 3 are the separate **kitted, pre-integrated** small-enclave packages of PIM / PAM / PUM / Identity Governance and Administration (**IGA**) (account lifecycle / access review label) / Audit. Delivery: cloud marketplace on Microsoft Azure Commercial Cloud (pre-configured enclave - private isolated network; secure gateway / Jump; Identity and Access Management (**IAM**); fewer customer choices - Secure Enclave Price List; hosted twin) or on-premises (same Level packaging; deploy and IAM guidance; customer choices remain - CMMC Solutions Price List). The cloud kit reduces configuration choices. See the CMMC Solutions Price List.

Cited notes print in the page footer of the Word and PDF files: only the notes cited on that page.

1. PURPOSE

This Enterprise Price List states Provider's published list prices for Analog Informatics tools, by stock keeping unit (SKU). Partner remittance, if any, uses this Enterprise Price List as the published base under the applicable partner agreement. Partner compensation rates are not in this Enterprise Price List.

2. CURRENCY AND TAXES

Default currency is United States Dollars (USD). If USD names a currency other than USD, amounts under this Enterprise Price List are in that currency. List prices are exclusive of value-added tax (VAT), goods and services tax (GST), sales tax, and withholding.

3. HOW FEES ARE BILLED

Customer pays **Fees** as stated in the License: to Provider, to a Cloud Marketplace, or to a Designated Seller of Record. This Enterprise Price List does not change who invoices Customer.

Private offers, if any, are stated in the Product Terms.

4. METERS

Meter	Unit	What it counts	What it does not count
Privileged user	One user	Named person using PIM, PAM, or PUM	Passwords, secrets, or credential counts
Internal Managed System	One machine inside the work area	Server or workstation under PIM / PAM / PUM	External Managed Systems
External Managed System	One machine outside the work area	Outside machine that connects in	Internal Managed Systems

Meter	Unit	What it counts	What it does not count
Platform Connector Catalog	One bind per connected system	Directory, cloud Identity Provider (IdP), Windows, Unix and Linux, database, and network device binds	Other party's directory fees. Specialty binds (AIC-CONN)
Jump server	One server	One Jump or session host server	Host hardware
Workforce user	One user	One person assigned training (AIC-TRAIN)	Privileged users
Mailbox	One mailbox per user	One governed mailbox	Hosted mail server

PIM, PAM, and PUM use Federal Information Processing Standards (**FIPS**) cryptography. Secure Application Launch is an option when PIM, PAM, and PUM are on the order. Integrated Auditing and employee training are options except where a package includes them.

Minimum first buy: **10 privileged users**. Package minimums are in Section 5. Extra systems on an order with no package: minimum **25 systems**.

5. EDITION PACKAGES

Each edition package includes PIM, PAM, and PUM for the included privileged users, FIPS cryptography, and the **Platform Connector Catalog**. Edition packages are included-user and included-system floors (Competitors' edition shape), not a CMMC kit. Year 1 is twelve monthly charges. Note 1. Note 7.

SKU	Package	Min users	Users (people)	Systems (machines inside)	Jump (servers)	Catalog
AIC-ENT-TEAM	Team	10	10	50		Included
AIC-ENT-STD	Standard	25	25	100	1	Included
AIC-ENT-ENT	Enterprise	50	50	500	2	Included
AIC-ENT-PREM	Premium	100	100	2,500	4	Included
AIC-ENT-PLAT	Platinum	250	250	10,000	8	Included

SKU	Audit	Training seats (users)	App Launch	Monthly	Year 1
AIC-ENT-TEAM	Option	Option	Option	\$3,495	\$41,940
AIC-ENT-STD	Option	Option	Option	\$6,495	\$77,940
AIC-ENT-ENT	Included	100	Included	\$13,995	\$167,940
AIC-ENT-PREM	Included	250	Included	\$39,995	\$479,940
AIC-ENT-PLAT	Included	1,000	Included	\$119,995	\$1,439,940

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Note 1. Year 1 is twelve monthly charges. No startup fee. Implementation, if any, is a separate Professional Services order. License terms are monthly or yearly. Yearly prepay: 15 percent off monthly. List prices may change at each yearly renewal.

Note 7. Platform Connector Catalog is in every Section 5 package and in an a la carte stack of 10 or more privileged users. Covers on-premises Active Directory (**AD**), Lightweight Directory Access Protocol (**LDAP**), cloud IdP, Windows, Unix and Linux, common databases, and network devices. Windows Server and directory licenses are not included. AIC-CONN is only a bind outside that catalog.

Team is the smallest package. Platinum is the published 10,000-system package. Extra users, systems, and Jump servers: Section 6 and Section 8. Specialty connectors: Section 8. More than 10,000 systems: 10,000+ quantity discount. More than 25,000 systems: quote.

6. VOLUME DISCOUNT

Volume discount applies to extra privileged-user and extra-system unit rates. Quantity = **total** privileged users or systems on the order (included plus extra). Prepaid term discounts in Note 1 are separate.

Privileged users (people)

Total privileged users (people)	Off extra user list
10-24	None
25-49	5 percent
50-99	10 percent
100-249	15 percent
250-499	20 percent
500-999	25 percent
1,000+	30 percent

Internal Managed Systems Count (machines inside the work area)

Total Internal Managed Systems (servers or workstations inside)	Off extra system list	Extra system monthly
1-99	None	\$14.00
100-249	10 percent	\$12.60
250-499	20 percent	\$11.20
500-999	30 percent	\$9.80
1,000-2,499	35 percent	\$9.10
2,500-4,999	40 percent	\$8.40
5,000-9,999	45 percent	\$7.70
10,000+	50 percent	\$7.00

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7. A LA CARTE TOOLS

Use when Customer does not buy a Section 5 package, or adds a tool the package does not include. First privileged-tool buy: 10 privileged users.

SKU	Unit	Monthly list	Year 1 per unit
AIC-PIM	One privileged user (person)	\$54	\$648
AIC-PAM	One privileged user (person)	\$72	\$864
AIC-PUM	One privileged user (person)	\$40	\$480

All three on one privileged user: \$166 per month. Year 1 \$1,992. An a la carte stack of 10 or more privileged users includes the Platform Connector Catalog. Note 1, Note 2, Note 3, Note 7.

8. OPTIONS AND ADD-ONS

SKU	Unit	Monthly list	Notes
AIC-USER	One extra privileged user (person), PIM + PAM + PUM, on a package	\$159	Note 3, Note 9

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Note 2. Add-on and module prices are monthly unless a row states otherwise. List prices; the order states the price that binds.

Note 3. Volume on extra privileged-user and extra-system unit rates: Section 6. Module list prices do not change with volume. Prepay discounts in Note 1 are separate.

Note 4. One Internal Managed System = one server or workstation inside the work area under PIM / PAM / PUM. A Privileged Access Workstation (**PAW**) counts as one Internal Managed System.

Note 6. AIC-JUMP-EXT = one Jump server above package included Jump servers.

Note 7. Platform Connector Catalog is in every Section 5 package and in an a la carte stack of 10 or more privileged users. Covers on-premises Active Directory (**AD**), Lightweight Directory Access Protocol (**LDAP**), cloud IdP, Windows, Unix and Linux, common databases, and network devices. Windows Server and directory licenses are not included. AIC-CONN is only a bind outside that catalog.

Note 9. AIC-USER = one more privileged user of PIM, PAM, and PUM on a Section 5 package. A la carte extras are more units of AIC-PIM, AIC-PAM, or AIC-PUM. Neither meters credential counts.

SKU	Unit	Monthly list	Notes
AIC-SYS	One extra Internal Managed System (server or workstation inside)	\$14	Note 3, Note 4. Volume in Section 6
AIC-CONN	One specialty connector bind outside the Platform Connector Catalog	\$495	Note 7
AIC-JUMP-EXT	One extra Jump server	\$495	Note 6
AIC-EP-EXT	One External Managed System (machine outside that connects in)	\$8	Note 5
AIC-AUDIT	Integrated Auditing: Assessment Binder and Current State Compliance (CSC)	\$395	Option. Included on Enterprise, Premium, Platinum
AIC-TRAIN	One workforce user (person)	\$6	Minimum 25. Option. Packages that list training seats include that many
AIC-APP-LAUNCH	One privileged user (person)	\$12	Requires PIM, PAM, and PUM. Starts an application with credentials the user never sees. Included on Enterprise, Premium, Platinum. Note 8
AIC-MAIL-MBX	One mailbox, one per user	\$22	
AIC-DEP-CLOUD	Cloud flag	\$0	Marks a cloud run
AIC-DEP-ONPREM	On-premises flag	\$0	Marks an on-premises run

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Note 5. AIC-EP-EXT = one External Managed System per machine outside the work area that connects in. Counted separately from Internal Managed Systems Count.

Note 8. Secure Application Launch requires PIM, PAM, and PUM. One entitlement per privileged user who starts applications this way.

9. DOCUMENT KIT

The following Customer instruments are the Document Kit. This Enterprise Price List is one instrument in that kit. They bind or may bind Customer as stated in the License. This Article names those instruments. It does not restate their text.

- (a) Customer Agreement;
- (b) Software License Terms (Clickwrap) (the License; also the EULA);
- (c) Software License Terms (Signed Copy), which is a backup only for a United States Government Customer or when the Parties agree in writing that a signed copy is required;
- (d) Product Terms;
- (e) Data Protection Addendum ("**DPA**"); and
- (f) Enterprise Price List (this instrument).