Cost Estimates Palo Alto Cyber	Security Platfor	ms										
						Discounts						
	Quantity			andard morate MSRP	Standard Governmental Contract pricing	\$\$ Savings Standard Gov Contract pricing	% Savings Standard Gov Contract pricing	Final Negotiated pricing	\$\$ Savings off MSRP	% Savings off MSRP	\$\$ Savings off Government Contract	_
Palo Alto Firewalls (3 Year Premium												
Support)	:	1 Hardware	\$	384,300.00	\$ 282,290.00	\$ 102,010.00	27%	\$ 254,436.32	\$ 129,863.68	34%	\$ 27,853.68	10%
Palo Alto Core XD (3 Year)	:	1 Software	\$	210,000.00	\$ 178,500.00	\$ 31,500.00	15%	\$ 105,000.00	\$ 105,000.00	50%	\$ 73,500.00	41%
Palo Alto Data Lake (3 Year)	:	1 Services	\$	198,000.00	\$ 168,300.00	\$ 29,700.00	15%	\$ 99,000.00	\$ 99,000.00	50%	\$ 69,300.00	41%
Palo Alto Quick Start Services	:	1	\$	25,500.00	\$ 25,500.00	\$ -	0%	\$ 25,500.00	\$ -	0%	\$ -	0%
Value Add On Additional Partner Onsite Advanced Migration Services	:	1	\$	15,000.00	\$ 15,000.00	\$ -	0%	\$ 15,000.00	\$ -	0%	\$ -	0%
Course for 2 Employees (The Firewall 9.0 Essentials) Configuration and Management course is five days of instructor-led training.)		2	\$	10,000.00	\$ 10,000.00	\$ -	0%	\$ 10,000.00	\$ -	0%	\$ -	0%
Additional Discount Negotiated			\$	-	\$ -	\$ -	0%	\$ (66,136.32)	\$ 66,136.32			
-			Ś	842,800.00	\$ 679,590.00	\$ 163,210.00	19%	\$ 442,800.00	\$ 400,000.00	47%	\$ 236,790.00	35%