

Partner %	50%
Disti %	10%

Seat Band	Price List						
	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent
100-249	62.5	100	139	35	66.5	64	82.5
250-999	62.5	100	139	35	66.5	64	82.5
1000-9999	53.5	85	125	29.5	50	55	74
10k-19999	47.5	76.5	112.5	24	43.5	49	66
20k+							

	Additional Discount								
Dmarc	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr En	Dmarc	Critical
8333.5	5%	15%	25%	10%	5%	0%	0%	10%	23.75
13333.5	15%	25%	35%	20%	10%	5%	5%	30%	21.25
25000	30%	40%	50%	35%	25%	5%	5%	40%	14.98
37500	40%	50%	60%	45%	35%	8%	8%	50%	11.40
	POA								

ARPU (NTM)						
Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
34.00	41.70	12.60	25.27	25.60	33.00	3000.06
30.00	36.14	11.20	23.94	24.32	31.35	3733.38
20.40	25.00	7.67	15.00	20.90	28.12	6000.00
15.30	18.00	5.28	11.31	18.13	24.42	7500.00
POA						

ARPU (Cust)			
Critical	Advanced	Premium	Engage
59.38	85.00	104.25	31.50
53.13	75.00	90.35	28.00
37.45	51.00	62.50	19.18
28.50	38.25	45.00	13.20
POA			

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A1	Incydr Pro	Incydr Ent	Dmarc
63.18	64	83	7,500
59.85	61	78	9,333
37.50	52	70	15,000
28.28	45	61	18,750