

50%

10%

	Price List							
Seat Band	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
100-249	62.5	100	139	35	66.5	64	82.5	8333.5
250-999	62.5	100	139	35	66.5	64	82.5	13333.5
1000-9999	53.5	85	125	29.5	50	55	74	25000
10k-19999	47.5	76.5	112.5	24	43.5	49	66	37500
20k+								

Additional Discount							
Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
5%	15%	25%	10%	5%	0%	0%	10%
15%	25%	35%	20%	10%	5%	5%	30%
30%	40%	50%	35%	25%	5%	5%	40%
40%	50%	60%	45%	35%	8%	8%	50%
POA							

ARPU (NTM)							
Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
23.75	34	41.7	12.6	25.27	25.6	33	3000.06
21.25	30	36.14	11.2	23.94	24.32	31.35	3733.38
14.98	20.4	25	7.67	15	20.9	28.12	6000
11.4	15.3	18	5.28	11.31	18.13	24.42	7500
POA							

ARPU (Customer)							
Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
59.38	85	104.25	31.5	63.18	64	83	7,500
53.13	75	90.35	28	59.85	61	78	9,333
37.45	51	62.5	19.18	37.5	52	70	15,000
28.5	38.25	45	13.2	28.28	45	61	18,750
POA							