

	MOQ	SKU	Annual List Price
Core Bundle - Resell			
NodeZero Core Package provides an Autonomous Pentesting Platform empowers organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 100. Price is per asset	Minimum Order Quantity 100	Pack-ST-Core	\$50.00
Pro Bundle - Resell			
NodeZero Pro Package provides an Autonomous Pentesting Platform empowers organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. This package includes NodeZero Tripwires capability and Rapid Response capability. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 100. Price is per asset	Minimum Order Quantity 100	Pack-ST-Pro	\$65.00
Elite Bundle - Resell			
NodeZero Elite Package provides an Autonomous Pentesting Platform empowers organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. This package includes NodeZero Insights, Tripwires, and Rapid Response capability. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 100. Price is per asset	Minimum Order Quantity 100	Pack-ST-Elite	\$85.00
	MOQ	SKU	Annual List Price
Core Bundle - MSP			
NodeZero Core Package provides an Autonomous Pentesting Platform for Managed Service Providers to run with the client organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 500 assets	Minimum order quantity - 500	Pack-MSP-Core	\$50.00
Pro Bundle - MSP			
NodeZero Pro Package provides an Autonomous Pentesting Platform for Managed Service Providers to run with the client organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. This package includes NodeZero Tripwires capability and Rapid Response capability. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 500 assets	Minimum order quantity - 500	Pack-MSP-Pro	\$65.00
Elite Bundle - MSP			
NodeZero Elite Package provides an Autonomous Pentesting Platform for Managed Service Providers to run with the client organizations to reduce their security risk by autonomously finding exploitable weaknesses in networks, infrastructure, and cloud services. This package includes NodeZero Insights, Tripwires, and Rapid Response capability. The NodeZero Autonomous Pentesting Platform is priced per unique asset scanned over the previous 12 months. Minimum order quantity 500 assets	Minimum order quantity - 500	Pack-MSP-Elite	\$85.00

Category	Definition	Description
Pricing unit	Asset	An asset is any networked entity (i.e., system/host/machine) that has an IP address and is discovered during a scan.
	Examples of assets include:	Servers, Laptops, desktops, and mobile devices, Virtual Machines, Printers, IoT devices, Public static IP's, Lambdas and serverless architecture, Kubernetes pods and other containerized applications
		Asset Algorithm: NodeZero identifies unique assets using an algorithm that matches across a number of attributes including IP address, host name, MAC address, and cloud identifiers (AWS ARN). The asset algorithm accounts for ephemeral IP addresses that can occur via DHCP servers, Kubernetes containers, virtual machines, etc.
Purchase increments	100	Customers can purchase additional assets mid-term at the price originally negotiated.
Unit cap	Yes	Customers can continue to use the product beyond their asset limit to a specific threshold which is currently set at 200% of the license. Beyond that threshold, customers cannot run pentests or one-click verify tests. Customers can still view results from previous pentests. Note that we reserve the right to change the threshold to anything down to or matching the license (e.g., 100%).
True-up	Yes	True-ups will occur when the customer hits the contracted amount. Notifications (email, in-product) will be sent to the customer at 70%, 80%, 90%, 100%, 110%, 120%, etc of the license. The assigned Account Exec, Customer Success Lead, and Renewals Rep will receive emails at these increments as well. The customer will need to purchase a minimum quantity of additional assets and the dollar amount will be pro-rated based on the number of days remaining in the term.
True-down	No	Customers cannot reduce their number of assets mid-term.
Early renewals	Yes	If a customer's number of assets increases significantly they can re-negotiate to a lower price per asset mid-term if they sign a new contract.
Unit rollover	No	Use it or lose it model. No rollover of unused assets to new contract periods.
Unit reset	Yes	Assets not scanned within the 12 month rolling timeframe will no longer be counted against a direct or MSP/MSSP customer's license. The goal is to avoid penalizing customers for purchasing >12 month terms.