

	Product Name	Product Code	List Price	Unit	Can be quoted with...	Product Description
Druva for Endpoints						
Backup - Endpoints	InSync Cloud Elite	I-C-E-002	£8.50	Per user per month	Independently quotable	Enterprise edition (Endpoints license); adds 50GB to shared pool
	InSync Cloud Enterprise	I-C-EL-003	£6.80	Per user per month	Independently quotable	Elite edition (Endpoints license); adds 50GB to shared pool
Add-ons: Governance	Sensitive Data Governance	SDG-EP	£2.76	Per user per month	Endpoints	Sensitive data governance for End User workloads
Add-ons: Security	Advanced Ransomware Protection and Recovery - Endpoints	I-C-RR-001	£5.53	Per user per month	Endpoints	Advanced (Ransomware Recovery AND Posture & Observability) features for Endpoints
	Core Ransomware Protection - Endpoints	EP-SEC-001	£3.19	Per user per month	Endpoints	Core (Posture & Observability) features for Endpoints
Add-ons: Features	Preserved User	PU-EP	£1.70	Per user per month	Endpoints	Preserved User license (above 10% of backup-user allocation); adds 50GB storage to shared pool
	InSync Cloud Cache	I-C-CC-008	£0.85	Per user per month	Endpoints	Optional on-premise component for accelerate back up and restores
Add-ons: Storage	High Storage Tier for EP	HST-EP	£3.19	Per user per month	Endpoints	Sets End User storage pool to 300GB per user
	InSync Cloud Unlimited Storage	UNL-EP	£3.40	Per user per month	Endpoints	Unlimited Storage for End User (initially set at 300GB per user; indefinitely expanded within Fair User policy)
	Storage Expansion for EP - 10TB	10TB-PACK-EP	£595.00	Per unit per month	Endpoints	Adds 10TB to End User storage pool (regardless of user count)
Add-ons: FedRAMP	InSync FedRAMP	FEDRAMP-EP	£1.70	Per user per month	Endpoints	Adds GovCloud support for End User workloads
Druva for SaaS Apps (M365, GWSP, SFDC, D365)						
Secured Data Protection Bundles - M365	M365 Elite Adv Security	M365-ELITE-ARR-01	£6.26	Per user per month	Independently quotable	M365 Elite user license with Security Posture and Accelerated RR
	M365 Enterprise Adv Security	M365-ENT-ARR-01	£5.42	Per user per month	Independently quotable	M365 Enterprise user license with Security Posture and Accelerated RR
Data Protection - M365	InSync Cloud Elite - M365	CA-M365-ELT-002	£4.25	Per user per month	Independently quotable	Elite edition (M365 license); adds 50GB to shared pool
	InSync Cloud Enterprise - M365	CA-M365-ENT-002	£3.40	Per user per month	Independently quotable	Enterprise edition (M365 license); adds 50GB to shared pool
	M365 Backup Express	M365-EXPRESS-001	£1.91	Per user per month	Independently quotable	M365 Protection within Microsoft Cloud storage with faster restores and lower RPO. Includes 10 GB/user added to Microsoft Cloud Storage pool.
Data Protection - Google Workspace	InSync G Suite Backup - Elite	I-C-GSE-001	£5.95	Per user per month	Independently quotable	Elite edition (GWSP license); adds 50GB to shared pool
	InSync G Suite Backup - Enterprise	I-C-GSEN-001	£3.40	Per user per month	Independently quotable	Enterprise edition (GWSP license); adds 50GB to shared pool
Add-ons: Security	Advanced Ransomware Protection and Recovery - M365	M365-ARP-001	£3.40	Per user per month	M365	Advanced (Ransomware Recovery AND Posture & Observability) features for M365
	Core Ransomware Protection - M365	M365-SEC-001	£1.70	Per user per month	M365	Core (Posture & Observability) features for M365

	Advanced Ransomware Protection and Recovery - Gworkspace	GWSP-ARP-001	£5.53	Per user per month	Gworkspace	Advanced (Ransomware Recovery AND Posture & Observability) features for GWSP
	Core Ransomware Protection - Gworkspace	GWSP-SEC-001	£3.19	Per user per month	Gworkspace	Core (Posture & Observability) features for GWSP
Add-ons: Governance	Sensitive Data Governance	SDG-SAAS	£2.76	Per user per month	M365, Gworkspace	Sensitive data governance for End User workloads
Add-ons: Features	Preserved User	PU-SAAS	£1.70	Per user per month	M365, Gworkspace	Preserved User license (above 10% of backup-user allocation); adds 50GB storage to shared pool
	Shared Mailbox	I-C-SM-001	£1.70	Per user per month	M365	Shared Mailbox license (above 50% of backup-user allocation); adds no storage to shared pool
	InSync Cloud Cache	I-C-CC-008	£0.85	Per user per month	M365, Gworkspace	Optional on-premise component for accelerate back up and restores
	SaaS Apps User - Service Only	SA-USER-SERVICE	£0.85	Per user per month	M365, Gworkspace	Cloud App service-only extension license (edition matched to M365/GWSP); adds no storage to shared pool
Add-ons: Storage	High Storage Tier for SaaS	HST-SAAS	£3.19	Per user per month	M365, Gworkspace	Sets End User storage pool to 300GB per user
	InSync Cloud Unlimited Storage	UNL-SAAS	£3.40	Per user per month	M365, Gworkspace	Unlimited Storage for End User (initially set at 300GB per user; indefinitely expanded within Fair User policy)
	Storage Expansion for SaaS - 10TB	10TB-PACK-SAAS	£595.00	Per unit per month	M365, Gworkspace	Adds 10TB to End User storage pool (regardless of user count)
	M365 Backup Storage 500GB Expansion Block	M365-EXPRESS-500GB-PACK	£85.00	Per unit per month	M365 Backup Express	Expand Microsoft Cloud Storage pool for M365 Backup Storage by 500GB.
Add-ons: FedRAMP SaaS Apps	InSync FedRAMP	FEDRAMP-SAAS	£1.70	Per user per month	M365, Gworkspace	Adds GovCloud support for End User workloads
Data Protection - Salesforce	Salesforce Backup Elite	I-C-ELT-SFX-001	£4.46	Per user per month	Independently quotable	Backup/Restore for Salesforce-Elite version
	Salesforce Backup Enterprise	I-C-ENT-SFX-001	£2.98	Per user per month	Independently quotable	Backup/Restore for Salesforce-Enterprise version
	Salesforce Sandbox Seeding	I-C-SS-001	£1.70	Per user per month	Salesforce	Sandbox seeding for Salesforce environments, priced per user.
	Salesforce Archiver	SFX-ARCHIVE-001	£2.98	Per user per month	Independently quotable	Improve Salesforce org speed & performance by moving stale data to Druva Cloud
Data Protection - D365	Dynamics 365 Backup Enterprise	I-C-ENT-D365-001	£2.98	Per user per month	Independently quotable	BackUp or Restore for D365- Enterprise version
Druva for Hybrid Workloads						
Secured Data Protection Bundles - Hybrid	Hybrid Elite Adv. Security	HYB-ELITE-ARR-01	£273.70	Per Credit per month	Independently quotable	Hybrid Workload Elite credits for non-NAS workloads with Security Posture and Accelerated RR
	Hybrid Enterprise Adv Security	HYB-ENT-ARR-01	£245.65	Per Credit per month	Independently quotable	Hybrid Workload Enterprise credits for non-NAS workloads with Security Posture and Accelerated RR
Data Protection - Hybrid On-prem Workloads	Phoenix Elite - On-Prem	PHX-ELT-710	£255.00	Per Credit	Independently quotable	Backup/Restore & Disaster Recovery for Servers. Termed product.
	Phoenix Enterprise - On-Prem	PHX-ENT-710	£204.00	Per Credit	Independently quotable	Backup/Restore for Servers. Termed product.
	Phoenix Business - On-Prem	PHX-BUS-710	£178.50	Per Credit	Independently quotable	Backup for Servers. Termed product.
Data Protection - Hybrid Cloud Workloads	Phoenix Elite - Cloud Native	PHX-ELT-CN-710	£204.00	Per Credit	Independently quotable	Backup/Restore & Disaster Recovery for Cloud Native workloads. Termed product.

	Phoenix Enterprise - Cloud Native	PHX-ENT-CN-710	£174.25	Per Credit	Independently quotable	Backup/Restore for Cloud Native workloads. Termed product.
	Phoenix Business - Cloud Native	PHX-BUS-CN-710	£161.50	Per Credit	Independently quotable	Backup for Cloud Native workloads. Termed product.
Add-ons: Security	Premium Ransomware Protection and Recovery - Hybrid Workloads	PHX-PRR-001	£102.00	Per Credit	Hybrid Workloads	Ransomware Recovery with Threat Hunting included, add-on for Phoenix. Available for Business, Enterprise and Elite editions. Available for VMware workloads only.
	Advanced Ransomware Protection and Recovery - Hybrid Workloads	PHX-RR-715	£63.75	Per Credit	Hybrid Workloads	Ransomware Recovery add-on for Phoenix. Available for Business, Enterprise and Elite editions. Available for Commercial cloud only.
	Core Ransomware Protection - Hybrid Workloads	PHX-SEC-001	£21.25	Per Credit	Hybrid Workloads	Infrastructure tools, security dashboarding and data integrations into Sec Ops workflows for Hybrid Workloads
Add-ons: Features	DRAAS	PHX-DR-504	£8.50	Per Instance per month	Hybrid Workloads	Cloud Disaster recovery for Servers
CloudRanger (Backup Orchestration)	New CloudRanger Elite	CR-ELT-002	£7.65	Per Instance per month	Independently quotable	Data Protection, ADR and Governance for AWS Services, 25 server minimum, 12 month minimum.
	New CloudRanger Enterprise	CR-ENT-002	£5.95	Per Instance per month	Independently quotable	Data Protection with ADR access for AWS Services, 25 server minimum, 12 month minimum.
Support and Services						
Support	Enterprise Support	Support-ENT-001	£2,266.67	Per month	Any	Combines Premium Support Plan (Faster response and follow up times and direct access to Support Experience Level - Tier 3) + 10 Hours of Technical Account Manager Support Per Month
	Premium Support	Support-PRE-001	£4,250.00	Per year	Any	Premium Support Plan with Faster response and follow up times, along with direct access to Support Experience Level.- Tier 3 Access 24*7*365 Support Channels Phone/Web/Chat Self Help Resources (Docs, KB,Áds , Learning & Webinar) Support Experience Level - Tier 3 Named Support Engineer Service Levels (Faster Response Times) Proactive Information Sharing
PS- Advanced	PS - Advanced	PS-I-ADV-02	£4,250.00	Service	Any	Recommended for deals > \$50,000. Minimum PS Fee \$5,000 or 10% of the ACV whichever is higher. One year of PS engagement. Can be renewed.
	PS - Advanced	PS-P-ADV-02	£4,250.00	Service	Any	Recommended for deals > \$50,000. Minimum PS Fee \$5,000 or 10% of the ACV whichever is higher. One year of PS engagement. Can be renewed.
PS- Essentials	PS Essentials - End User Pro	PS-ESS-EU-PRO	£595.00	Service	Any	Package recommended for ACV < \$50k; includes config & testing of Backup & Restore, User Provisioning/Mass Deployment, SSO/MFA, RBAC, Profiles, SharePoint Sites, Reports
	PS Essentials - Endpoints	PS-ESS-EP	£1,445.00	Service	Any	One Time Essentials package for inSync Endpoints up to 1,500 licenses. Recommended for deals under \$50,000
	PS Essentials - SaaS Applications	PS-ESS-SaaS	£637.50	Service	Any	One Time Essentials package for inSync SaaS apps up to 1500 licenses. Recommended for deals under \$50,000
	PS Essentials - Phoenix	PS-ESS-PHX-I	£2,125.00	Service	Any	One Time Essentials package for Phoenix workloads - VMware/Hyper-V, SQL, FS. Recommended for deals under \$50,000
	PS Essentials - Phoenix + NAS,Oracle	PS-ESS-PHX-II	£3,400.00	Service	Any	One Time Essentials package for Phoenix workloads - Oracle, NAS and VMWare/Hyper-V, SQL, FS (PHX-II). Recommended for deals under \$50,000

	PS Essentials - DRAAS	PS-DR-PHX	£3,400.00	Service	Any	One Time Essentials package for Phoenix DR Set-up
	PS - Essentials	PS-ESS-001	£2,125.00	Service	Any	One Time Essentials package- only for customers spending under \$50K. Can not discount this product.
PS- JumpStart SMB	PS JumpStart SMB - SaaS Apps M365/Google Workspace	PS-SMB-SS-M365/GoogleWorkspace	£552.50	Service	Any	JumpStart PS for SMB SS segment (up to 5 hours of PS assistance)
	PS JumpStart SMB - SaaS Apps SFDC	PS-SMB-SS-SFDC	£552.50	Service	Any	JumpStart PS program for SMB SS segment for up to 5 hours of PS assistance
	PS JumpStart SMB - Endpoints	PS-SMB-SS-EP	£552.50	Service	Any	JumpStart PS for SMB SS segment (up to 5 hours of PS assistance)
	PS JumpStart SMB - Phoenix	PS-SMB-SS-Phx	£1,020.00	Service	Any	JumpStart PS for SMB SS segment (up to 9 hours of PS assistance)
PS- Phoenix DR	PS Advanced - Phoenix DR Tier I	PS-ADV-DR-T1	£5,950.00	Service	Any	PS package (up to 35hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review and Best Practices
	PS Advanced - Phoenix DR Tier II	PS-ADV-DR-T2	#####	Service	Any	PS package (up to 90hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review, Best Practices and Monitoring
	PS Advanced - Phoenix DR Tier III	PS-ADV-DR-T3	#####	Service	Any	PS package (up to 160hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review, Best Practices and Monitoring
PS- Security	PS Advanced - Security Fire Drills	PS-ADV-SEC-CFD	£3,825.00	Service	Any	Recommended for customers and prospects of Druva Security products. Includes Discovery, Customised Fire Drills, Scenario-based Table Top Exercises, Post-test Review Report (up to 25 hrs included)
	PS Advanced - Security Tier I	PS-ADV-SEC-T1	£4,250.00	Service	Any	PS package (up to 30hrs) for Core / Advanced Ransomware Protection products -- includes Discovery, Review of RR console, threat indicators / UDA, security posture and best practices, RR readiness review and limited monitoring
	PS Advanced - Security Tier II	PS-ADV-SEC-T2	£8,500.00	Service	Any	PS package (up to 60hrs) for Core / Advanced Ransomware Protection products -- includes Discovery, Review of RR console, threat indicators / UDA, security posture and best practices, RR readiness review, monitoring services and SIEM/SOAR integrations as feasible
PS- Custom	PS Custom SOW	PS-C-SOW	£0.85	Service	Any	
TAM Support	TAM Support Level 1	SUPPORT-TAM-01	£1,912.50	Per Month	Any	Maximum of 10 hours of support per month. Requires purchase of Druva data protection products.
	TAM Support Level 2	SUPPORT-TAM-02	£3,825.00	Per Month	Any	Maximum of 20 hours of support per month. Requires purchase of Druva data protection products.
	TAM Support Level 3	SUPPORT-TAM-03	£7,650.00	Per Month	Any	Maximum 40 hours of support per month. Requires purchase of Druva data protection products.
	Note: MOQ = Min. Order Quantity					