

Partner %	50%	Price List								Additional Discount								ARPU (NTM)								ARPU (Customer)							
	10%	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc	Critical	Advanced	Premium	Engage	A1	Incydr Pro	Incydr Ent	Dmarc
Seat Band																																	
100-249		62.5	100	139	35	66.5	64	82.5	8333.5	5%	15%	25%	10%	5%	0%	0%	10%	23.75	34.00	41.70	12.60	25.27	25.60	33.00	3000.06	59.38	85.00	104.25	31.50	63.18	64	83	7,500
250-999		62.5	100	139	35	66.5	64	82.5	13333.5	15%	25%	35%	20%	10%	5%	5%	30%	21.25	30.00	36.14	11.20	23.94	24.32	31.35	3733.38	53.13	75.00	90.35	28.00	59.85	61	78	9,333
1000-9999		53.5	85	125	29.5	50	55	74	25000	30%	40%	50%	35%	25%	5%	5%	40%	14.98	20.40	25.00	7.67	15.00	20.90	28.12	6000.00	37.45	51.00	62.50	19.18	37.50	52	70	15,000
10k-19999		47.5	76.5	112.5	24	43.5	49	66	37500	40%	50%	60%	45%	35%	8%	8%	50%	11.40	15.30	18.00	5.28	11.31	18.13	24.42	7500.00	28.50	38.25	45.00	13.20	28.28	45	61	18,750
20k+		POA								POA								POA								POA							