

**Salty Cloud, PBC – PRICING INDEX
DIR-CPO-4847**

BRAND	CATEGORY	SUB-CATEGORY	MSRP	DIR Customer Discount % off MSRP	DIR Extended Price
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Admin (Solo)	\$22,500	20.00%	\$18,000
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Small (Team)	\$36,000	20.00%	\$28,800
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Medium (Enterprise)	\$54,000	20.00%	\$43,200
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Large (Unlimited)	\$81,500	28.00%	\$58,680
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC MSSP Starter	\$45,000	20.00%	\$36,000
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC MSSP Team	\$72,000	20.00%	\$57,600
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC MSSP Enterprise	\$124,590	20.00%	\$99,672
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC MSSP Unlimited	\$301,824	28.00%	\$217,313
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Development Instance	\$14,925	33.00%	\$10,000
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC GovRAMP	25% surcharge	20.00%	20% surcharge
Isora	Cybersecurity risk assessment and management	Software (SaaS): Isora GRC Incremental Admin Seat	\$6,250	20.00%	\$5,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache Team	\$36,250	20.00%	\$29,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache Enterprise	\$45,000	20.00%	\$36,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache Unlimited	\$65,000	20.00%	\$52,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache MSSP Starter	\$45,000	20.00%	\$36,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache MSSP Team	\$65,000	20.00%	\$52,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache MSSP Enterprise	\$102,500	20.00%	\$82,000
Stache	Cybersecurity risk assessment and management	Software (SaaS): Stache MSSP Unlimited	249180	20.00%	199344
SERVICES					
Isora	ISORA Support	Service Per hour cost: scripting, report building, integrations	\$276	15.00%	\$235
Isora	ISORA Support	Support Plus (annual)	\$24,118	15.00%	\$20,500
Isora	ISORA Support	Premium Support (annual)	\$43,412	15.00%	\$36,900
Isora	ISORA Support	Signature Premium Support (annual)	\$72,353	15.00%	\$61,500
Isora	ISORA Support	Technical Account Manager (Fractional)	\$282,746	15.00%	\$240,334
Isora	ISORA Support	Strategic Roadmap Partnership	\$143,918	15.00%	\$122,330
Isora	ISORA Support	Implementation: Solo Onboarding	\$7,059	15.00%	\$6,000
Isora	ISORA Support	Implementation: Standard Onboarding	\$14,118	15.00%	\$12,000
Isora	ISORA Support	Implementation: Premium Onboarding	\$21,176	15.00%	\$18,000
Stache	Stache Support	Service Per hour cost: scripting, report building, integrations	\$276	15.00%	\$235
Stache	Stache Support	Premium Support (annual)	\$43,412	15.00%	\$36,900