

**Appendix C Pricing Index
DIR-CPO-4764**

CyberArk						
CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval for Windows/*Nix including C3 agent based integrations - ELA	APP-AGNT-ELA-PERP	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval for Windows/*Nix including C3 agent based integrations - ELA	APP-AGNT-ELA-SUBS	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval for Windows, *Nix and zOS (Mainframe) including C3 agent based integrations - ELA	APP-AGNT-INCL-ZOS-ELA-PERP	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval for Windows, *Nix and zOS (Mainframe) including C3 agent based integrations - ELA	APP-AGNT-INCL-ZOS-ELA-SUBS	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval	APP-AGNT-PERP	\$1,250.00	12.00%	\$1,108.25
AAM	CyberArk	Agent based Application Authentication and Credential Retrieval	APP-AGNT-SUBS	\$55.00	12.00%	\$48.76
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 1 [#of MIPS <1000]	APP-AGNT-ZOS-L1-PERP	\$8,000.00	12.00%	\$7,092.80
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 1 [#of MIPS <1000]	APP-AGNT-ZOS-L1-SUBS	\$330.00	12.00%	\$292.58
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 2 [#of MIPS 1,001 - 5,000]	APP-AGNT-ZOS-L2-PERP	\$20,000.00	12.00%	\$17,732.00
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 2 [#of MIPS 1,001 - 5,000]	APP-AGNT-ZOS-L2-SUBS	\$820.00	12.00%	\$727.01
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 3 [#of MIPS 5,001 - 10,000]	APP-AGNT-ZOS-L3-PERP	\$30,000.00	12.00%	\$26,598.00
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 3 [#of MIPS 5,001 - 10,000]	APP-AGNT-ZOS-L3-SUBS	\$1,220.00	12.00%	\$1,081.65
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 4 [#of MIPS > 10,000]	APP-AGNT-ZOS-L4-PERP	\$45,000.00	12.00%	\$39,897.00
AAM	CyberArk	Agent based Credential Provider for zOS (Mainframe) for LPAR tier 4 [#of MIPS > 10,000]	APP-AGNT-ZOS-L4-SUBS	\$1,830.00	12.00%	\$1,622.48
AAM	CyberArk	Application Authentication and Credential Retrieval for C3 integrations	APP-ISV-PERP	\$1,250.00	12.00%	\$1,108.25
AAM	CyberArk	Application Authentication and Credential Retrieval for C3 integrations	APP-ISV-SUBS	\$55.00	12.00%	\$48.76
AAM	CyberArk	Credential retrieval and authentication for RPA (part of C3 integrations)	APP-ISV-RPA-SUBS	\$20.00	12.00%	\$17.73
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations - ELA	APP-DYN-ELA-PERP	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations - ELA	APP-DYN-ELA-SUBS	\$0.00	12.00%	\$0.00
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations	APP-DYN-PROV-REGION-PERP	\$200,000.00	12.00%	\$177,320.00
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations	APP-DYN-PROV-REGION-SUBS	\$8,140.00	12.00%	\$7,216.92
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations	APP-DYN-PROV-SVR-PERP	\$80,000.00	12.00%	\$70,928.00
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval including agentless C3 integrations	APP-DYN-PROV-SVR-SUBS	\$3,260.00	12.00%	\$2,890.32
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval	APP-DYN-SYS-PERP	\$500.00	12.00%	\$443.30
AAM	CyberArk	Agentless/dynamic Application Authentication and Credential Retrieval	APP-DYN-SYS-SUBS	\$20.00	12.00%	\$17.73
AAM	CyberArk	Application Access Manager for Application Authentication and Credential Retrieval including C3 integrations - ELA	APP-ELA-PERP	\$0.00	12.00%	\$0.00

**Appendix C Pricing Index
DIR-CPO-4764**

CyberArk						
CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
AAM	CyberArk	Application Access Manager for Application Authentication and Credential Retrieval including C3 integrations - ELA	APP-ELA-SUBS	\$0.00	12.00%	\$0.00
AAM	CyberArk	Credential retrieval and authentication for RPA (part of C3 integrations)	APP-ISV-RPA-PERP	\$500.00	12.00%	\$443.30
AAM	CyberArk	Remove hardcoded secrets from applications and tools. Price is per application - SaaS	APP-PCLOUD-SAAS	\$75.00	12.00%	\$66.50
Alero	CyberArk	Protects 3rd party / external vendor personnel with biometric MFA, VPN-less access and isolation of datacenter resources. Users can only access via Privilege Session Manager	PAS-USER-EXT-ALERO-SAAS	\$35.00	12.00%	\$31.03
Alero	CyberArk	Biometric MFA and VPN-less access capabilities for Privilege Access Security users	PAS-USER-ALERO-SAAS	\$15.00	12.00%	\$13.30
CorePAS	CyberArk	Server/Target Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-TARGET-WRK-SUP50-PERP	\$5.00	12.00%	\$4.43
CorePAS	CyberArk	Server/Target Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-TARGET-WRK-SUP50-SUBS	\$0.25	12.00%	\$0.22
CorePAS	CyberArk	Upgrade to Core PAS	PAS-UPG-CORE-USER	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	Named user licenses. Including Credential Protection, Session Isolation and Recording, and Privileged Attack Detection - ELA	PAS-USER-ELA-PERP	\$0.00	15.00%	\$0.00
CorePAS	CyberArk	Named user license for 3rd party / external vendor. Users can only access via Privilege Session Manager	PAS-USER-EXT-PERP	\$500.00	15.00%	\$428.19
CorePAS	CyberArk	Named user license for 3rd party / external vendor. Users can only access via Privilege Session Manager	PAS-USER-EXT-SUBS	\$20.00	15.00%	\$17.13
CorePAS	CyberArk	Named user licenses. Including Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-USER-PERP	\$1,800.00	15.00%	\$1,541.48
CorePAS	CyberArk	Named user licenses. Including Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-USER-SUBS	\$75.00	15.00%	\$64.23
CorePAS	CyberArk	PSM Target System - ELA	PSM-TARGET-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	PSM Target System	PSM-TARGET-PERP	\$200.00	12.00%	\$177.32
CorePAS	CyberArk	Advanced Domain Controller Protection Agent	PAS-ADV-TARGET-DOMAIN-PERP	\$3,000.00	12.00%	\$2,659.80
CorePAS	CyberArk	Advanced Domain Controller Protection Agent	PAS-ADV-TARGET-DOMAIN-SUBS	\$130.00	12.00%	\$115.26
CorePAS	CyberArk	Advanced Server Protection Agent and Privileged Control for Linux/Unix Servers - ELA	PAS-ADV-TARGET-UNIX-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	Advanced Domain Controller Protection Agent - ELA	PAS-ADV-TARGET-DOMAIN-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	Advanced Server Protection Agent and Privileged Control for Linux/Unix Servers	PAS-ADV-TARGET-UNIX-PERP	\$450.00	12.00%	\$398.97
CorePAS	CyberArk	Advanced Server Protection Agent and Privileged Control for Linux/Unix Servers	PAS-ADV-TARGET-UNIX-SUBS	\$19.00	12.00%	\$16.85
CorePAS	CyberArk	CPM module - ELA	PAS-INF-CPM-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	CPM module - ELA	PAS-INF-CPM-ELA-SUBS	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	CPM module	PAS-INF-CPM-PERP	\$10,000.00	12.00%	\$8,866.00
CorePAS	CyberArk	CPM module	PAS-INF-CPM-SUBS	\$400.00	12.00%	\$354.64
CorePAS	CyberArk	PTA infrastructure	PAS-INF-PTA-PERP	\$5,000.00	12.00%	\$4,433.00

**Appendix C Pricing Index
DIR-CPO-4764**

CyberArk						
CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
CorePAS	CyberArk	SDK infrastructure	PAS-INF-SDK-PERP	\$10,000.00	12.00%	\$8,866.00
CorePAS	CyberArk	Disaster Recovery Vault	PAS-INF-VAULT-DR-PERP	\$12,000.00	12.00%	\$10,639.20
CorePAS	CyberArk	Disaster Recovery Vault	PAS-INF-VAULT-DR-SUBS	\$490.00	12.00%	\$434.43
CorePAS	CyberArk	High Availability Vault	PAS-INF-VAULT-HA-PERP	\$12,000.00	12.00%	\$10,639.20
CorePAS	CyberArk	High Availability Vault	PAS-INF-VAULT-HA-SUBS	\$490.00	12.00%	\$434.43
CorePAS	CyberArk	Vault server	PAS-INF-VAULT-PERP	\$15,000.00	12.00%	\$13,299.00
CorePAS	CyberArk	Shared Vault - Tier 1	PAS-INF-VAULT-SHARED-T1-PERP	\$30,000.00	12.00%	\$26,598.00
CorePAS	CyberArk	Shared Vault - Tier 1	PAS-INF-VAULT-SHARED-T1-SUBS	\$1,220.00	12.00%	\$1,081.65
CorePAS	CyberArk	Vault server	PAS-INF-VAULT-SUBS	\$610.00	12.00%	\$540.83
CorePAS	CyberArk	Test Vault	PAS-INF-VAULT-TEST-PERP	\$20,000.00	12.00%	\$17,732.00
CorePAS	CyberArk	Test Vault	PAS-INF-VAULT-TEST-SUBS	\$820.00	12.00%	\$727.01
CorePAS	CyberArk	Server/Target Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-TARGET-SVR-SUP50-PERP	\$85.00	12.00%	\$75.36
CorePAS	CyberArk	Server/Target Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	PAS-TARGET-SVR-SUP50-SUBS	\$3.50	12.00%	\$3.10
CorePAS	CyberArk	Business Users	BIZ-USER-PERP	\$85.00	12.00%	\$75.36
CorePAS	CyberArk	Business Users	BIZ-USER-SUBS	\$3.50	12.00%	\$3.10
CorePAS	CyberArk	Basic EPV 10 Users Package	EPV-BASIC-PKG-10-PERP	\$14,000.00	12.00%	\$12,412.40
CorePAS	CyberArk	Basic EPV 10 Users Package	EPV-BASIC-PKG-10-SUBS	\$570.00	12.00%	\$505.36
CorePAS	CyberArk	EPV basic user	EPV-BASIC-USER-PERP	\$400.00	12.00%	\$354.64
CorePAS	CyberArk	EPV basic user	EPV-BASIC-USER-SUBS	\$17.00	12.00%	\$15.07
CorePAS	CyberArk	EPV target	EPV-TARGET-PERP	\$40.00	12.00%	\$35.46
CorePAS	CyberArk	PTA-PSM Target System - ELA	PTA-PSM-TARGET-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	PTA-PSM Target System	PTA-PSM-TARGET-PERP	\$300.00	12.00%	\$265.98
CorePAS	CyberArk	PTA Target System	PTA-TARGET-PERP	\$180.00	12.00%	\$159.59
CorePAS	CyberArk	SSH Target System - ELA	SSH-TARGET-ELA-PERP	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	SSH Target System	SSH-TARGET-PERP	\$120.00	12.00%	\$106.39
CorePAS	CyberArk	Named user license for 3rd party / external vendor - SaaS. Users can only access via Privilege Session Manager	PAS-USER-EXT-SAAS	\$25.00	12.00%	\$22.17
CorePAS	CyberArk	Shared Vault - Tier 2	PAS-INF-VAULT-SHARED-T2-SUBS	\$2,440.00	12.00%	\$2,163.30
CorePAS	CyberArk	Shared Vault - Tier 3	PAS-INF-VAULT-SHARED-T3-PERP	\$100,000.00	12.00%	\$88,660.00
CorePAS	CyberArk	Shared Vault - Tier 2	PAS-INF-VAULT-SHARED-T2-PERP	\$60,000.00	12.00%	\$53,196.00

**Appendix C Pricing Index
DIR-CPO-4764**

CyberArk						
CATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
CorePAS	CyberArk	Shared Vault - Tier 3	PAS-INF-VAULT-SHARED-T3-SUBS	\$4,070.00	12.00%	\$3,608.46
CorePAS	CyberArk	Named user licenses. Including Credential Protection, Session Isolation and Recording, and Privileged Attack Detection - ELA	PAS-USER-ELA-SUBS	\$0.00	12.00%	\$0.00
CorePAS	CyberArk	5 PSM concurrent session licenses	PSM-CN-5-PERP	\$12,000.00	12.00%	\$10,639.20
EPM	CyberArk	EPM infrastructure server	PAS-INF-EPM-PERP	\$0.00	12.00%	\$0.00
EPM	CyberArk	EPM for Server - ELA	EPM-TARGET-WIN-SVR-ELA-PERP	\$0.00	12.00%	\$0.00
EPM	CyberArk	EPM for Server - ELA	EPM-TARGET-WIN-SVR-ELA-SUBS	\$0.00	12.00%	\$0.00
EPM	CyberArk	EPM for Server	EPM-TARGET-WIN-SVR-PERP	\$200.00	12.00%	\$177.32
EPM	CyberArk	EPM for Windows server - SaaS	EPM-TARGET-WIN-SVR-SAAS	\$9.75	12.00%	\$8.64
EPM	CyberArk	EPM for Server	EPM-TARGET-WIN-SVR-SUBS	\$8.25	12.00%	\$7.31
EPM	CyberArk	EPM for Workstation - ELA	EPM-TARGET-WRK-ELA-PERP	\$0.00	12.00%	\$0.00
EPM	CyberArk	EPM for Workstation - ELA	EPM-TARGET-WRK-ELA-SUBS	\$0.00	12.00%	\$0.00
EPM	CyberArk	EPM for Workstation	EPM-TARGET-WRK-PERP	\$48.00	12.00%	\$42.56
EPM	CyberArk	EPM for Workstation - SaaS	EPM-TARGET-WRK-SAAS	\$2.50	12.00%	\$2.22
EPM	CyberArk	EPM for Workstation	EPM-TARGET-WRK-SUBS	\$2.00	12.00%	\$1.77
EPM	CyberArk	Loosely Connected Devices - SaaS	EPM-LCD-SAAS	\$0.50	12.00%	\$0.44
Privilege Cloud	CyberArk	PAS User - SaaS	PAS-USER-SAAS	\$100.00	12.00%	\$88.66
Privilege Cloud	CyberArk	Privilege Cloud protection for servers/targets	PAS-TARGET-SVR-SUP50-SAAS	\$4.50	12.00%	\$3.99
Privilege Cloud	CyberArk	EPV User - SaaS	EPV-USER-SAAS	\$45.00	12.00%	\$39.90
Privilege Cloud	CyberArk	CyberArk Privilege Cloud for AWS Marketplace	AWS-PAS-20-SAAS	\$2,400.00	12.00%	\$2,127.84
Privilege Cloud	CyberArk	Business Users - SaaS	BIZ-USER-SAAS	\$15.00	12.00%	\$13.30
Hardware	CyberArk	Cyber-Ark Advanced Appliance	PAS-APPL-ADV	\$18,000.00	12.00%	\$15,958.80
Hardware	CyberArk	Cyber-Ark Basic Appliance	PAS-APPL-B	\$9,500.00	12.00%	\$8,422.70
Hardware	CyberArk	Customized Appliance	PAS-APPL-CUST	\$0.00	12.00%	\$0.00
Hardware	CyberArk	2 CyberArk Advanced Appliance with HA option	PAS-APPL-HA	\$36,000.00	12.00%	\$31,917.60
Hardware	CyberArk	Single Port Host Base Adapter	PAS-APPL-HBA	\$1,500.00	12.00%	\$1,329.90
Hardware	CyberArk	Dual Port Host Base Adapter	PAS-APPL-HBA2	\$2,500.00	12.00%	\$2,216.50
Hardware	CyberArk	Additional memory pack (32GB)	PAS-APPL-MEM	\$2,000.00	12.00%	\$1,773.20
Hardware	CyberArk	Operating system change	PAS-APPL-OS	\$1,000.00	12.00%	\$886.60
Hardware	CyberArk	Additional 2TB storage pack	PAS-APPL-HDD	\$2,600.00	12.00%	\$2,305.16