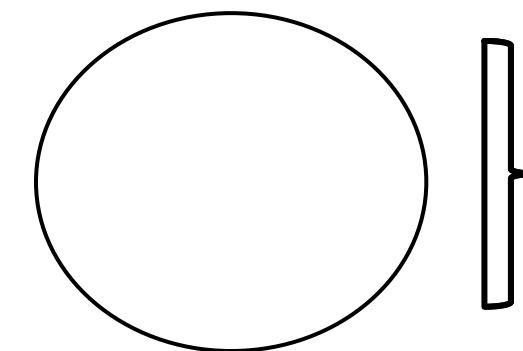


Cyber measures taken and cost per person

description	annual cost per user – msrp	annual cost per user – negotiated
microsoft applications & security tools	\$538.46	\$538.46
email filter & security training	\$140.77	38.46
file/network scanning	\$190.00	\$61.54
firewall	\$86.67	\$45.38
anti-virus/policies	\$47.44	\$33.08
multifactor authentication	\$55.00	\$55.00
active directory auditing/management	\$2.49	\$2.07
network vulnerability scanning	\$62.05	\$18.46
annual cost per user	\$1,122.88	\$792.45
monthly cost per user	\$93.57	\$66.04



average
discount =
29.4%