

Unique Device Count	
Description	DIR Customer Price
1 - 499	\$18,900
500 - 1,499	\$29,250
1,500 - 2,499	\$41,400
2,500 - 4,999	\$54,675
5,000 - 9,999	\$73,350
10,000 - 14,999	\$99,450
15,000 - 24,999	\$135,000
25,000 - 39,999	\$207,000
40,000 - 59,999	\$270,000
60,000 - 99,999	\$337,500
100,000 - 149,999	\$427,500
150,000 - 249,999	\$540,000
250,000 - 399,999	\$697,500
400,000 - 699,999	\$900,000
700,000 - 999,999	\$1,062,000
1,000,000 - 1,499,999	\$1,224,000
1,500,000 - 1,999,999	\$1,395,000
2,000,000 - 2,499,999	\$1,620,000
2,500,000 - 2,999,999	\$1,800,000
3,000,000 - 3,499,999	\$1,980,000
3,500,000 - 3,999,999	\$2,115,000
4,000,000 - 4,499,999	\$2,295,000
4,500,000 - 4,999,999	\$2,475,000

Platform - Standard SKU		Platform - Premium SKU
Axonius Platform - Standard Support	DIR Customer Price	Axonius Platform - Premium
AX1-499	\$34,200.0	AXP1-499
AX500-1499	\$45,000.0	AXP500-1499
AX1500-2499	\$56,475.0	AXP1500-2499
AX2500-4999	\$69,750.0	AXP2500-4999
AX5000-9999	\$88,650.0	AXP5000-9999
AX10000-14999	\$119,340.0	AXP10000-14999
AX15000-24999	\$162,000.0	AXP15000-24999
AX25000-39999	\$248,400.0	AXP25000-39999
AX40000-59999	\$324,000.0	AXP40000-59999
AX60000-99999	\$405,000.0	AXP60000-99999
AX100000-149999	\$513,000.0	AXP100000-149999
AX150000-249999	\$648,000.0	AXP150000-249999
AX250000-399999	\$837,000.0	AXP250000-399999
AX400000-699999	\$1,080,000.0	AXP400000-699999
AX70000-999999	\$1,274,400.0	AXP700000-999999
AX1000000-1499999	\$1,468,800.0	AXP1000000-1499999
AX1500000-1999999	\$1,674,000.0	AXP1500000-1999999
AX2000000-2499999	\$1,944,000.0	AXP2000000-2499999
AX2500000-2999999	\$2,160,000.0	AXP2500000-2999999
AX3000000-3499999	\$2,376,000.0	AXP3000000-3499999
AX3500000-3999999	\$2,538,000.0	AXP3500000-3999999
AX4000000-4499999	\$2,754,000.0	AXP4000000-4499999
AX4500000-4999999	\$2,970,000.0	AXP4500000-4999999

Enforcement Center SKU		
DIR Customer Price	Axonius Enforcement Center	DIR Customer Price
\$5,670.0	AXEC1-499	\$7,560.0
\$8,775.0	AXEC500-1499	\$11,700.0
\$12,420.0	AXEC1500-2499	\$16,560.0
\$16,402.5	AXEC2500-4999	\$21,870.0
\$22,005.0	AXEC5000-9999	\$29,340.0
\$29,835.0	AXEC10000-14999	\$39,780.0
\$40,500.0	AXEC15000-24999	\$54,000.0
\$62,100.0	AXEC25000-39999	\$82,800.0
\$81,000.0	AXEC40000-59999	\$108,000.0
\$101,250.0	AXEC60000-99999	\$135,000.0
\$128,250.0	AXEC100000-149999	\$171,000.0
\$162,000.0	AXEC150000-249999	\$216,000.0
\$209,250.0	AXEC250000-399999	\$279,000.0
\$270,000.0	AXEC400000-699999	\$360,000.0
\$318,600.0	AXEC700000-999999	\$424,800.0
\$367,200.0	AXEC1000000-1499999	\$489,600.0
\$418,500.0	AXEC1500000-1999999	\$558,000.0
\$486,000.0	AXEC2000000-2499999	\$648,000.0
\$540,000.0	AXEC2500000-2999999	\$720,000.0
\$594,000.0	AXEC3000000-3499999	\$792,000.0
\$634,500.0	AXEC3500000-3999999	\$846,000.0
\$688,500.0	AXEC4000000-4499999	\$918,000.0
\$742,500.0	AXEC4500000-4999999	\$990,000.0

Software Management SKU		SaaS Hosting SKU
Axonius Software Management	DIR Customer Price	Axonius SaaS
AXSWM1-499	\$4,725.0	AXH1-499
AXSWM500-1499	\$7,312.5	AXH500-1499
AXSWM1500-2499	\$10,350.0	AXH1500-2499
AXSWM2500-4999	\$13,669.2	AXH2500-4999
AXSWM5000-9999	\$18,337.5	AXH5000-9999
AXSWM10000-14999	\$24,862.5	AXH10000-14999
AXSWM15000-24999	\$33,750.0	AXH15000-24999
AXSWM25000-39999	\$51,750.0	AXH25000-39999
AXSWM40000-59999	\$67,500.0	AXH40000-59999
AXSWM60000-99999	\$84,375.0	AXH60000-99999
AXSWM100000-149999	\$106,875.0	AXH100000-149999
AXSWM150000-249999	\$135,000.0	AXH150000-249999
AXSWM250000-399999	\$174,375.0	AXH250000-399999
AXSWM400000-699999	\$225,000.0	AXH400000-699999
AXSWM700000-999999	\$265,500.0	AXH700000-999999
AXSWM1000000-1499999	\$306,000.0	AXH1000000-
AXSWM1500000-1999999	\$348,750.0	AXH1500000-
AXSWM2000000-2499999	\$405,000.0	AXH2000000-
AXSWM2500000-2999999	\$450,000.0	AXH2500000-
AXSWM3000000-3499999	\$495,000.0	AXH3000000-
AXSWM3500000-3999999	\$528,750.0	AXH3500000-
AXSWM4000000-4499999	\$573,750.0	AXH4000000-
AXSWM4500000-4999999	\$618,750.0	AXH4500000-

Additional Node		Exposures	
DIR Customer Price	Axonius Additional Node	DIR Customer Price	Axonius Exposures
\$7,650.0	AXAN1-499	\$17,100.0	AXEX1-499
\$7,650.0	AXAN500-1499	\$22,500.0	AXEX500-1499
\$7,650.0	AXAN1500-2499	\$28,237.5	AXEX1500-2499
\$7,650.0	AXAN2500-4999	\$34,875.0	AXEX2500-4999
\$7,650.0	AXAN5000-9999	\$44,325.0	AXEX5000-9999
\$7,650.0	AXAN10000-14999	\$59,670.0	AXEX10000-14999
\$7,650.0	AXAN15000-24999	\$81,000.0	AXEX15000-24999
\$7,650.0	AXAN25000-39999	\$124,200.0	AXEX25000-39999
\$7,650.0	AXAN40000-59999	\$162,000.0	AXEX40000-59999
\$7,650.0	AXAN60000-99999	\$202,500.0	AXEX60000-99999
\$7,650.0	AXAN100000-149999	\$256,500.0	AXEX100000-149999
\$7,650.0	AXAN150000-249999	\$324,000.0	AXEX150000-249999
\$7,650.0	AXAN250000-399999	\$418,500.0	AXEX250000-399999
\$7,650.0	AXAN400000-699999	\$540,000.0	AXEX400000-699999
\$7,650.0	AXAN700000-999999	\$637,200.0	AXEX700000-999999
\$7,650.0	AXAN1000000-1499999	\$734,400.0	AXEX1000000-1499999
\$7,650.0	AXAN1500000-1999999	\$837,000.0	AXEX1500000-1999999
\$7,650.0	AXAN2000000-2499999	\$972,000.0	AXEX2000000-2499999
\$7,650.0	AXAN2500000-2999999	\$1,080,000.0	AXEX2500000-2999999
\$7,650.0	AXAN3000000-3499999	\$1,188,000.0	AXEX3000000-3499999
\$7,650.0	AXAN3500000-3999999	\$1,269,000.0	AXEX3500000-3999999
\$7,650.0	AXAN4000000-4499999	\$1,377,000.0	AXEX4000000-4499999
\$7,650.0	AXAN4500000-4999999	\$1,485,000.0	AXEX4500000-4999999

	SaaS Management
DIR Customer Price	Axonius SaaS Management

\$40,500.0	AXSM1-499
\$79,200.0	AXSM500-999
\$135,000.0	AXSM1000-1999
\$211,500.0	AXSM2000-2999
\$315,000.0	AXSM3000-4999
\$450,000.0	AXSM5000-9999
\$675,000.0	AXSM10000-19999
\$900,000.0	AXSM20000-29999
\$1,350,000.0	AXSM30000-49999
\$1,980,000.0	AXSM50000-99999
\$2,700,000.0	AXSM100000-149999
\$3,600,000.0	AXSM150000-199999