

ReliaQuest Pricing Model for ICSC

Key Points:

- Pricing is for role-play purposes only
- Pricing is annual
- Pricing consists of 3 components: see below

Input #1: Integrated Technologies

- The number of unique technologies that will be integrated into GreyMatter.
- Unique = One piece of technology (*i.e. A company has five Firewalls: 5 Firewalls X \$5,000 each = \$25,000*).

Type	Pricing	Example
Primary Integrated Technology	1 included (SIEM or EDR) \$5,000 each after first	<input type="checkbox"/> Security Information and Event Management (SIEM) <input type="checkbox"/> Endpoint Detection and Response (EDR)
Secondary Integrated Technology	\$5000 each	<input type="checkbox"/> Security Technology <input type="checkbox"/> Software-as-a-Service <input type="checkbox"/> Cloud Hosted *see below for examples

Examples:

- Security Technologies: Firewalls, Intrusion Prevention and/or Detection (IPS/IDS), anti-virus, e-mail security, secure VPN, network servers.
- Software-as-a-service: Microsoft O365, Salesforce, Workday
- Cloud Hosted: Google Cloud (GCP) Amazon Web Service (AWS), Microsoft Azure

Input #2: Supported Technologies

How many devices are on the network to include: desktop computers, tablets, and smart devices (including mobile devices).

\$23.50 per technology per year

Input #3: Headcount in Organization

The more people an organization has the more activity that will be generated within said environment.

\$23.50 per person per year

Sample Costing Model

The stand-alone spreadsheet is available on the ICSC website under the ReliaQuest training link

<i>Item</i>	<i>Category</i>	<i>Amount</i>	<i>Unit Cost</i>	<i>Total</i>	<i>Notes</i>
<i>SIEM</i>	<i>Integrated</i>	<i>1</i>	<i>Included</i>	<i>\$0.00</i>	<i>Included within pricing</i>
<i>Network Servers HDQ</i>	<i>Integrated</i>	<i>20</i>	<i>\$5,000.00</i>	<i>\$100,000.00</i>	<i>Primary network in Oklahoma including firewalls</i>
<i>Network Servers Parallel Backup #1</i>	<i>Integrated</i>	<i>20</i>	<i>\$5,000.00</i>	<i>\$100,000.00</i>	<i>Backup location including firewalls.</i>
<i>Network Servers Parallel Backup #2</i>	<i>Integrated</i>	<i>20</i>	<i>\$5,000.00</i>	<i>\$100,000.00</i>	<i>Backup location including firewalls.</i>
<i>Network Printers</i>	<i>Integrated</i>	<i>10</i>	<i>\$5,000.00</i>	<i>\$100,000.00</i>	<i>8 at HDQ, 1 at each backup site.</i>
<i>EDR</i>	<i>Integrated</i>	<i>3</i>	<i>\$5,000.00</i>	<i>\$100,000.00</i>	<i>1 per site</i>
<i>Workstations</i>	<i>Integrated</i>	<i>800</i>	<i>\$23.50</i>	<i>\$18,800.00</i>	<i>Desktops and Laptops</i>
<i>Mobile Devices</i>	<i>Integrated</i>	<i>300</i>	<i>\$23.50</i>	<i>\$7050.00</i>	<i>Tablets & smart phones</i>
<i># employees</i>	<i>People</i>	<i>856</i>	<i>\$23.50</i>	<i>\$20,116.00</i>	<i>Employees</i>