



Account Manager: Katherine Hayes

Email: katherine.hayes@nth.com

Inside Sales: Lisa Byers

Email: lisa.byers@nth.com

Email Orders To: orders@nth.com

Phone: 949-752-4420x376

Project #: 107973

Quote Date: 06/21/2024

Quote Expires: 07/21/2024

Quote #: 165551

**Quoted to:**

Jose Mendez  
Arrowhead Regional Medical Center  
400 N Pepper Ave  
Colton, CA 92324-1801

**Ship to:****Varonis Conversion SaaS 5 years**

PART #	QTY	TERM	DESCRIPTION	UNIT PRICE	EXT PRICE
<b>Software Year 1</b>					
CL-1-5OS	2		2 Collector License from July 31, 2024 to July 30, 2025	\$1,792.30	\$3,584.60
VHCM-4001- 6000SA	5000		Varonis Hybrid + MDDR & Copilot SaaS Subscription for 5000 Users from July 31, 2024 to July 30, 2025	\$92.31	\$461,550.00
PS-1D	3		3 Professional Services Engagement (1 day)	\$2,727.27	\$8,181.81
					\$473,316.41
<b>Software Year 2</b>					
CL-1-5OS	2		2 Collector License from July 31, 2025 to July 30, 2026	\$1,792.30	\$3,584.60
VHCM-4001- 6000SA	5000		Varonis Hybrid + MDDR & Copilot SaaS Subscription for 5000 Users from July 31, 2025 to July 30, 2026	\$92.31	\$461,550.00
					\$465,134.60
<b>Software Year 3</b>					
CL-1-5OS	2		2 Collector License from July 31, 2026 to July 30, 2027	\$1,792.30	\$3,584.60
VHCM-4001- 6000SA	5000		Varonis Hybrid + MDDR & Copilot SaaS Subscription for 5000 Users from July 31, 2026 to July 30, 2027	\$92.31	\$461,550.00
					\$465,134.60



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PART #	QTY	TERM	DESCRIPTION	UNIT PRICE	EXT PRICE
<b>Software Year 4</b>					
CL-1-5OS	2		2 Collector License from July 31, 2027 to July 30, 2028	\$1,792.30	\$3,584.60
VHCM-4001- 6000SA	5000		Varonis Hybrid + MDDR & Copilot SaaS Subscription for 5000 Users from July 31, 2027 to July 30, 2028	\$102.20	\$511,000.00
					\$514,584.60
<b>Software Year 5</b>					
CL-1-5OS	2		2 Collector License from July 31, 2028 to July 30, 2029	\$1,792.30	\$3,584.60
VHCM-4001- 6000SA	5000		Varonis Hybrid + MDDR & Copilot SaaS Subscription for 5000 Users from July 31, 2028 to July 30, 2029	\$102.20	\$511,000.00

**Invoice Schedule**

\$514,584.60



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PART #	QTY	TERM	DESCRIPTION	UNIT PRICE	EXT PRICE
ANNUALLY			Subscription commitment is for 5 years. Purchase order must be submitted for the full commitment amount of \$2,432,754.81 to be billed/paid annually as following:  Year 1 : \$473,316.41 Year 2 : \$465,134.60 Year 3 : \$465,134.60 Year 4 : \$514,586.60 Year 5 : \$514,584.6	\$0.00	\$0.00
VARONIS POLICY			<b>Order Policy:</b> Once executed this Order is non-cancelable. <b>End User Agreement:</b> All orders are subject to the acceptance of the End User Agreement found here: <a href="https://my.varonis.com/Static/Datanywere%20EULA%20-%20Free%20Version.htm">https://my. varonis.com/Static/Datanywere% 20EULA%20-%20Free%20Version. htm</a> <b>Lapse in Coverage Terms:</b> If subscription is not renewed at the end of the term the licenses will shut off and support will no longer be available. In the case of a late renewal, reinstatement fees will be added to the cost of the renewal and licenses will shut off until the subscription is renewed.	\$0.00	\$0.00



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**Varonis Conversion SaaS 5 years**

PART #	QTY	TERM	DESCRIPTION	UNIT PRICE	EXT PRICE
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Quote Subtotal **\$2,432,754.81**

Tax Rate 8.750%

Est. Shipping \* **\$0.00**

Payment Terms **UNDER REVIEW**

**TOTAL DUE \$2,432,754.81**

\* Thank you for allowing Nth Generation to provide you with the above quotation. Charges for Shipping will be additional. If you require an estimated shipping cost prior to issuing a purchase order, please contact your sales or inside sales rep. This quotation is the sole property of Nth Generation Computing, Inc. and is intended as an offer to sell goods and services to the client named in this quote. This document may not be reproduced, or provided to parties outside this organization, without written consent of Nth Generation Computing, Inc.