



Company Confidential

Lookout Product Name: MES for Government	Lookout SKU	List Price	Notes
MES for Government Base Bundle (1 Year) - Per Device	MES-GOV-B-U1Y-PD	\$48.00	
MES for Government Base Bundle (2 Year) - Per Device	MES-GOV-B-U2Y-PD	\$48.00	
MES for Government Base Bundle (3 Year) - Per Device	MES-GOV-B-3Y-PD	\$48.00	
MES for Government Base Bundle (Custom Term) - Per Device	MES-GOV-B-UCY-PD	\$48.00	
MES for Government Essentials Bundle (1 Year) - Per Device	MES-GOV-E-U1Y-PD	\$60.00	
MES for Government Essentials Bundle (2 Year) - Per Device	MES-GOV-E-U2Y-PD	\$60.00	
MES for Government Essentials Bundle (3 Year) - Per Device	MES-GOV-E-U3Y-PD	\$60.00	
MES for Government Essentials Bundle (Custom Term) - Per Device	MES-GOV-E-UC-PD	\$60.00	
MES for Government Advanced Bundle (1 Year) - Per Device	MES-GOV-A-U1Y-PD	\$84.00	
MES for Government Advanced Bundle (2 Year) - Per Device	MES-GOV-A-U2Y-PD	\$84.00	
MES for Government Advanced Bundle (3 Year) - Per Device	MES-GOV-A-U3Y-PD	\$84.00	
MES for Government Advanced Bundle (Custom Term) - Per Device	MES-GOV-A-UC-PD	\$84.00	
MES for Government Comprehensive (Custom Term) - Per Device	MES-GOV-C-UC-PD	\$60.00	
MES for Government Comprehensive with PCP (Custom Term) - Per Device	MES-GOV-C-P-UC-PD	\$72.00	
MES for Government Premium Bundle (1 Year) - Per Device	MES-GOV-P-U1Y-PD	\$144.00	
MES for Government Premium Bundle (2 Year) - Per Device	MES-GOV-P-U2Y-PD	\$144.00	
MES for Government Premium Bundle (3 Year) - Per Device	MES-GOV-P-U3Y-PD	\$144.00	
MES for Government Premium Bundle (Custom Term) - Per Device	MES-GOV-P-UC-PD	\$144.00	
MES for Government Premium Admin License	MES-GOV-P-ADMIN	\$50,000.00	
Lookout Product Name: MES for Government Other Products	Lookout SKU	List Price	Notes
Crowdstrike MES for Government Premium Subscription and Support Bundle - Powered by Lookout (1 Year) - Per Device	CRWD-MES-GOV-P-U1Y-PD	\$165.60	
Crowdstrike MES for Government Premium Subscription and Support Bundle - Powered by Lookout (Custom Term) - Per Device	CRWD-MES-GOV-P-U1Y-PD	\$165.60	
Lookout Systems Engineer	MES-PS-C	\$340,000.00	
MES Overage Admin	MES-O-Admin	\$0.00	
Remote Quick Start Deployment Service-Express (2hr)	QSD-PS-EXPRESS	\$600.00	
Remote Quick Start Deployment Service (4hr)	QSD-PS	\$1,200.00	

***Support Rules:**

effective 06/03/2024

- Prices will increase annually
- Support terms must match the product terms
- Partner Led Support SKU must be approved by Lookout

**non-discountable

Purchase Order Rules:

- PO amounts, term dates, end user names, and reseller names must match Opportunity
- License dates are required on PO
- Lookout address on PO must be **60 State Street Suite 1920 Boston, MA 02109**
- Payment terms on PO should match the contract, if not and they are less than the terms on the PO will be used
- Currency should be in USD

Prepared by Melissa Davis

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