

**Schedule 2 - Schedule of Requirements for Contract No: 703570450**

<b><u>Contractor Deliverables</u></b>									
<b>Item Number</b>	<b>MOD Stock Reference No.</b>	<b>Part No. (where applicable)</b>	<b>Specification</b>	<b>Consignee Address Code (full address is detailed in DEFFORM 96)</b>	<b>Packaging Requirements inc. PPQ and DofQ (as detailed in DEFFORM 96)</b>	<b>Delivery Date</b>	<b>Total Qty</b>	<b>Price (£) Ex VAT</b>	
								<b>Per Item</b>	<b>Total inc. Packaging (and Delivery if specified in Schedule 3 (Contract Data Sheet))</b>
1	N/A	IA21251	Garrison Isolation Appliance (280 SAVI nodes)	Collection by the Authority	N/A	31/03/2022	17	REDACTED	REDACTED
2	N/A	IA21251-SP	IA21251 Software Pack	Digital file download link	N/A	31/03/2022	17	REDACTED	REDACTED
3	N/A	IA7021	Garrison Isolation Appliance (28 SAVI nodes)	Collection by the Authority	N/A	31/03/2022	21	REDACTED	REDACTED
4	N/A	IA7021-SP	IA7021 Software Pack	Digital file download link	N/A	31/03/2022	21	REDACTED	REDACTED
5	N/A	RAE-ENT-IB	Perpetual In Browser access to Secure Browsing enterprise-wide license	Digital file download link	N/A	31/03/2022	1	REDACTED	REDACTED

6	N/A	RAE-BD-ENT-IB	Perpetual Remote Application Environment In Browser access to VDI enterprise wide license	Digital file download link	N/A	31/03/2022	1	REDACTED	REDACTED
7	N/A	SSM-IA21251	Annual Standard Support and Maintenance - IA21251	Email certificate	N/A	31/03/2022	51	REDACTED	REDACTED
8	N/A	SSM-IA7021	Annual Standard Support and Maintenance – IA7021	Email certificate	N/A	31/03/2022	63	REDACTED	REDACTED
9	N/A	PROSVCS	Professional Services (per day)		N/A	31/03/2022	25	REDACTED	REDACTED
10	N/A	IA7021	Garrison Isolation Appliance (28 SAVI nodes)	Collection by the Authority	N/A	31/03/2022	3	REDACTED	REDACTED
11	N/A	IA7021-SP	IA7021 Software Pack	Digital file download link	N/A	31/03/2022	3	REDACTED	REDACTED
12	N/A	SSM-IA7021	Annual Standard Support and Maintenance – IA7021	Email certificate	N/A	31/03/2022	3	REDACTED	REDACTED

<b>Total excl VAT(to be invoiced before 31<sup>st</sup> March 2022)</b>	<b>£4,163,880 (excl VAT)</b>
<b>Total incl VAT (to be invoiced before 31<sup>st</sup> March 2022)</b>	<b>£4,996,656 (incl VAT)</b>

Notes;

- i) Delivery fees as per Annex B to be quoted to the Authority at the point of draw down from stock
- ii) Additional items may be purchased as per pricing in Annex B
- iii) Professional Services days include travel, accommodation and subsistence to sites in England and Wales
- iv) Flexibility on the stock to accommodate future changes in demand as defined in Annex A to Schedule 2
- v) For avoidance of doubt items 7 and 8 renewal of the Support and Maintenance services beyond the Term of the Enterprise Agreement in relation to appliances that were part of the Initial Purchase is subject to separate quote to be provided by Garrison closer to the end of the said Term and is not covered by the pricing set out in Annex B.
- vi) For avoidance of doubt Updates and Upgrades to items 5 and 6 will be provided subject to an active Support and Maintenance agreement.
- vii) Garrison shall have the right to invoice the charges indicated in this Schedule upon Collection by the Authority as per Schedule 3 of the relevant items listed in the table above.
- viii) Delivery of the links to the digital files and email certificates under items 2, 4, 5, 6, 7 and 8 will be deemed to have occurred when these are sent via email to the Commercial Officer indicated in Schedule 3.

<b>Item Number</b>	<b>Consignee Address (XY code only)</b>
1, 3 and 10	Collection by the Authority as per Schedule 3

## Annex A to Schedule 2 – statement of requirements for contract no: 703570450

## 1. Scope of work under this enterprise agreement

1.1 This agreement between garrison and the authority enables the authority to satisfy the mod-wide demand for garrison equipment and services as listed above.

Serial	Description
<b>1. Scope</b>	<ol style="list-style-type: none"><li>1. To give the Authority the ability to purchase Garrison equipment and services through the agreed EA.</li><li>2. The Authority will assign a main PoC who will manage the EA on behalf of the Authority and act as the contact for Garrison.</li><li>3. Garrison and the Authority to work collaboratively throughout the lifetime of the EA to manage transactions, monitor demand, re stock and address any issues.</li><li>4. Garrison and the Authority to work together to ensure the effective management of the EA.</li><li>5. Authority support to Garrison for access, security and marketing/PR.</li></ol>
<b>2.Initial purchase (as per Schedule 2)</b>	<ol style="list-style-type: none"><li>1. Stock (Items No. 1 and No. 3 in Schedule 2) to be delivered to the facility defined in Schedule 2 (Consignee Address).</li><li>2. Software deliverables (Items No. 2, No. 4, No. 5, No. 6 and No. 11 in Schedule 2) to be made available electronically for the Authority.</li><li>3. Support and maintenance (Item No. 7, No. 8 and No. 12 in Schedule 2) is provided at Garrison's Standard level of service for each appliance for the Term of the Enterprise Agreement in accordance with Schedule 10 Garrison Terms (Addendum)</li><li>4. Professional services (Item No. 9 in Schedule 2) to be delivered in accordance with Schedule 10 Garrison Terms (Addendum) and drawn down as and when required by the Authority over the Term of the Enterprise Agreement.</li><li>5. Hardware appliances in Items No. 1 and 3 of Schedule 2 up to a value of £1m (and held in the facility defined in Schedule 2) can be exchanged by MoD, subject to applicable lead times, should the mix of each type need to be adjusted:<ol style="list-style-type: none"><li>a. Exchange any purchased 3U system with 5 x 1U systems (GIAs or GTAs) within the first 18 months of the Term of the EA.</li><li>b. Exchange any 5 purchased 1U systems (GIA) with a single 3U system within the first 18 months of the Term of the EA.</li><li>c. Exchange any purchased 3U system with 10 x 4 node systems (GIAs) within the first 18 months of the Term of the EA.</li><li>d. Exchange any purchased 1U system with 2 x 4 node systems (GIAs) within the first 18 months of the Term of the EA.</li></ol></li></ol>
<b>3. Deliverables beyond the Initial Purchase</b>	<ol style="list-style-type: none"><li>1. The Authority may order additional items beyond the Initial Purchase at the pricing set out in Annex B to Schedule 2.</li><li>2. The Authority may order Garrison ULTRA service licenses as per pricing in Annex B to Schedule 2. This includes a number of free and discounted licenses.</li><li>3. Garrison will deliver a VTC concept demonstrator/technical de-risk activity. This work will be defined by the Garrison engineering team within the first 6 months of the EA.</li></ol>
<b>4. Logistics</b>	Hardware appliances to be Collected by the Authority as per Schedule 3
<b>5.Governance and meetings</b>	<ol style="list-style-type: none"><li>1. Governance meetings to be held twice a year and attended by MoD Director Cyber and Risk and Garrison Head of Government Sales.</li><li>2. Quarterly Service Reviews shall be held four times per year, to be attended appropriate personnel with oversight of all Garrison activity.</li><li>3. Monthly written report detailing consumption and remaining stock. Template provided in Schedule 12 Governance</li></ol>

## Annex B to Schedule 2 – Statement of Requirements for Contract no: 703570450

## 1. Garrison pricing tables for items beyond the initial purchase identified in schedule 2

1.1 All prices in this annex exclude all applicable taxes and charges. garrison may at its own discretion review prices under this Annex at any time but no more than once a year.

## 2. Hardware appliance pricing

2.1 Pricing for the purchase of any further appliances beyond the initial purchase is based on the total number of items of each type ordered on a per transaction basis.

2.2 The table below details the volume price breaks for the purchase of such additional garrison appliances in year 1 of the Enterprise Agreement.

Item	Part number	1-4 off (per unit)	5-9 off (per unit)	10-19 off (per unit)	20-99 off (per unit)	100+ off (per unit)
Garrison Isolation Appliance (28 SAVI nodes)	IA7021	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
Garrison Isolation Appliance (280 SAVI nodes)	IA21251	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
Garrison Transfer Appliance	TA7021	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED

Table 1: Garrison Appliance Pricing.

2.3 Standard lead time for delivery is 4 weeks, but this will be confirmed on receipt of order.

## 3. Shipping

3.1 Pricing for shipping of appliances to mod sites (whether from the facility identified in schedule 2 or from garrison premises) is shown in the table below:

From	To	3U GIA	1U GIA or GTA	4 Node (10 off)
UK	UK (London)	£75.00	£50.00	£150.00
UK	UK(Outside London)	£150.00	£100	£300.00

3.2 Pricing for shipping outside the UK shall be made available upon request.

## 4. Support and maintenance

4.1 Support & Maintenance must be purchased for a 3-year term alongside each of the purchase garrison appliances. Pricing is based on the total number of associated hardware items of each type ordered on a per transaction basis.

4.2 The table below shows the annual support and maintenance pricing tiers for each type of appliance.

Part number	Item	1-4off price (each appliance)	5-9off price (each appliance)	10-19 off price (each appliance)	20-99 off price (each appliance)	100+ off price (each appliance)
SSM-IA7021	Standard Support and Maintenance for one (1) year for IA7021 (1U 28 node Garrison Isolation Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
SSM-IA21251	Standard Support and Maintenance for one (1) year for IA21251 (3U 280 node Garrison Isolation Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
SSM-TA7021	Standard Support and Maintenance for one (1) year for TA7021 (Garrison Transfer Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
PSM-IA7021	Premium Support and Maintenance for one (1) year for IA7021 (1U 28 node Garrison Isolation Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
PSM-IA21251	Premium Support and Maintenance for one (1) year for IA21251 (3U 280 node Garrison Isolation Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED
PSM-TA7021	Premium Support and Maintenance for one (1) year for TA7021 (Garrison Transfer Appliance)	REDACTED	REDACTED	REDACTED	REDACTED	REDACTED

Table 2: Garrison Support &amp; Maintenance Pricing.

## 5. VDI licensing

5.1 Garrison remote application environment VDI software pack can be purchased subject to payment of an annual license. A license is required for each appliance that will be running the chosen software. However, once the total spend on VDI licensing exceeds £250,000 in a given financial year under the enterprise agreement, then the licensing will be treated as single site wide annual remote application environment VDI license.

5.2 For VDI software packs, please refer to the latest release note on <https://support.garrison.com> for full details of compatibility.

5.3 For the avoidance of doubt, VDI licenses are required for both garrison app and 'in-browser' access to VDI.

5.4 Pricing is shown in the table below:

Part number	Item	Annual VDI license price (per appliance)
RAE-BD-1U	Annual Remote Application Environment VDI License for IA7021 (1U 28 node Garrison Isolation Appliance)	REDACTED
RAE-BD-3U	Annual Remote Application Environment VDI License for IA21251 (3U 280 node Garrison Isolation Appliance)	REDACTED
RAE-BD-ENT	Site Wide Annual Remote Application Environment VDI License for use across the deployed fleet	REDACTED

Table 3: Garrison VDI License Pricing.

## 6. Additional software packs

6.1 The following software packs are also available free of charge for garrison appliances:

Part number	Item	Price per appliance	Comment
IA7021-SP	IA7021 Software Pack	£0	Secure browsing software pack for IA7021
IA21251-SP	IA21251 Software Pack	£0	Secure browsing software pack for IA21251
TA7021-SP	TA7021 Software Pack	£0	Garrison Transfer Appliance to enable copy, paste and printing

Table 4: Garrison Free of Charge Software Packs.

## 7. Virtual appliances

7.1 The table below details the virtual appliances that are also made available at no additional charge to support garrison deployments.

Item	Part number	Price per virtual appliance license	Comment
Garrison Connection Broker	VA-GCB01	£0	The Garrison Connection Broker manages user connections across multiple GIAs and enables SAML user authentication

Garrison System Manager	VA-GSM01	£0	The Garrison System Manager enables system administration of a fleet of GIAs from a single interface
Garrison Profile Store	VA-GPS01	£0	The Garrison Profile Store persists user information (such as favourites and cookies) between browsing sessions.

Table 5: Garrison Virtual Appliances.

## 8. Professional services

8.1 Additional professional services days can be purchased at the price shown in the table below.

Part number	Item	Price per day
PROSVCS	One day of Professional Services, including travel and subsistence within the UK, during standard working hours.	£1,250**

Table 6: Garrison PS Pricing.

\*\* Single blended day rate for any Garrison member of staff and includes all travel and subsistence within England and Wales.

## 9. Garrison ULTRA Licensing

9.1 Each Garrison ULTRA license provides access to a single concurrent browsing session (single concurrent SAVI node). Pricing is based on the number of concurrent SAVI nodes required, with no additional licensing required for each end-user.

9.2 At any point during the Term of the Enterprise Agreement, Garrison ULTRA licenses can be purchased as per the pricing tiers shown in the table below such that:

9.2.1 The first 25 licenses shall be free, as noted under the pricing tier labelled "first 25 licenses".

9.2.2 The next 500 licenses will be subject to the discounted pricing labelled "licenses 51 to 550".

9.2.3 Any additional licenses will be subject to the per license pricing tier labelled "licenses 551+".

Part number	Item	First 25 Licenses (per concurrent SAVI node per year)	Licenses 51 to 550 (per concurrent SAVI node per year)	Licenses 551+ (per concurrent SAVI node per year)
ULTRA-CPS	Garrison ULTRA annual license for a concurrent SAVI node	Free of Charge	£240	£480

Table 7: Garrison ULTRA Pricing.

9.3 Use of the garrison ULTRA service is subject to the garrison ULTRA terms of use which



are available on request.

ANNEX C TO SCHEDULE 2 – STATEMENT OF REQUIREMENTS FOR CONTRACT NO:  
703570450

1. Authority's Commitments

1.1 In consideration for the savings and benefits to the Authority represented in Schedule 2 Statement Of Requirements and its annexes (capturing Garrison's revised offer dated 8<sup>th</sup> march 2022), within six (6) months of signature of the Enterprise Agreement the Authority commits to provide Garrison the following:

	Commitment type	Description	Minimum Requirements
1	<b>Video testimonial by the MOD</b>	<p>The MOD to allow production of a video testimonial to be filmed and edited by Garrison from which both a summary video and a written summary (including individual quotations) will be produced by Garrison for:</p> <p>a) publication on any page of the <b>Garrison public website:</b> <a href="http://www.garrison.com">www.garrison.com</a></p> <p>b) use in <b>Garrison Marketing Activities</b>, namely:</p> <ul style="list-style-type: none"> <li>- as part of a repeating slideshow on Garrison stands at marketing events, both virtual and physical;</li> <li>- as part of presentations Garrison does at events;</li> <li>- use of quotation and reference to the video (link to website) part of dedicated and ad hoc communication to Garrison's mailing distribution list; and</li> <li>- use of quotation and reference to the video on social media.</li> </ul>	<p>A 3-5-minute video to be filmed and edited by Garrison, from which Garrison will also produce a 30-60 second summary video and a written summary (including individual quotations).</p> <p>The video shall include one or more appropriate the MOD representatives such as:</p> <ul style="list-style-type: none"> <li>a) the MOD Director Cyber Defence &amp; Risk (CISO); or</li> <li>b) an individual of equivalent seniority to the above;</li> </ul> <p>At a minimum, the video shall cover on a factual basis (i.e. not in any way anti-competitive or biased) key elements of why the MOD sees benefit in working with SMEs such as Garrison, referencing:</p> <ul style="list-style-type: none"> <li>a) the significance of choosing a hardsec-based platform which supports the MoD's need for Security by Design;</li> <li>b) the significance of choosing a commercial COTS product that can be quickly deployed; and</li> <li>c) MoD supporting a UK SME to accelerate development, and support UK prosperity.</li> </ul> <p>The video will be published on the Garrison public website using a suitable platform such as YouTube or Vimeo.</p> <p>The MOD shall allow Garrison to film the video within twelve (12) months of delivery of the Garrison appliances to the MOD.</p> <p>If the MOD Director Cyber Defence &amp; Risk (CISO) is not part of the video testimonial, they shall provide a minimum one (1) sentence quotation for use as described in this Commitment.</p>

			Use of the content as per the Description by Garrison shall be permitted for as long as the MOD has a support and maintenance agreement in place covering Garrison appliances.
2	<b>Use of the MOD Logo</b>	<p>Use by Garrison of the MOD logo:</p> <ul style="list-style-type: none"> <li>a) on any page of the Garrison public website;</li> <li>b) on Garrison presentations to existing and prospective customers; and</li> <li>c) Garrison presentations (slides or talks) used at marketing events.</li> </ul>	<p>Garrison shall comply with the MoD Branding Guidelines, to be provided to Garrison within six months of signature of the Enterprise Agreement.</p> <p>Use of the logo as per the Description shall be permitted for as long as the MOD has a support and maintenance agreement in place covering Garrison appliances.</p>
3	<b>Participation at events</b>	<p>Support from the MOD at Garrison events (e.g. contributing to a Garrison panel session; presentation; discussion group) including:</p> <ul style="list-style-type: none"> <li>a) major virtual or physical marketing events (e.g. Cyber UK, NATO Edge, DoDIIS);</li> <li>b) semi-closed events (e.g. 3Counties, Team Defence Information Events); and</li> <li>c) thought leadership events (e.g. Debate Security).</li> </ul> <p>Garrison may advertise the MOD participation in the event in PR communications.</p>	<p>The content being presented by the MOD shall be in line with the content of the video testimonial or other mutually agreeable content appropriate for the event and highlight to a relevant audience the benefit Garrison brings with specific use-cases (i.e. to relevant international Defence organisations such as NATO or US DoD).</p> <p>Support shall be provided at a minimum of two (2) events over the three (3) years Term of the EA by appropriate MOD representatives such as:</p> <ul style="list-style-type: none"> <li>a) the MOD Director Cyber Defence &amp; Risk (CISO); or</li> <li>b) an individual of equivalent seniority to the above.</li> </ul> <p>Support shall be provided at a minimum of three (3) further events over the 3 years Term of the EA by appropriate MoD representative(s).</p> <p>Events shall be in the UK or Europe, unless expressly agreed otherwise between the Parties.</p> <p>Travel and expenses for MoD attendee(s) to be covered by Garrison.</p> <p>In the event that the current Covid-19 global pandemic restricts the ability of the MOD to provide the Publicity Commitments relating to personal appearances, then the MOD may offer an alternative of a virtual appearance, and the parties shall discuss in good faith how such virtual support may be effected in practice. Where such virtual appearance is offered, this shall be considered an equivalent replacement for any physical attendance or personal appearance.</p>
4	<b>Use-</b>	MoD shall support Garrison in	Garrison will draft and submit to MoD for

	<b>case/mission specific documents publication</b>	developing and publishing use-cases / mission-specific documents that are unclassified and appropriately non-sensitive, that directly refer to the MoD as an end-user. These use cases will be included in Garrison presentations to prospective customers, and as a piece of marketing collateral for use at events.	approval at least two (2) use case/mission specific documents that are unclassified and appropriately non-sensitive which directly reference the MoD as end-user.  Such support by MoD to developing and approving these use cases shall be provided by the MoD in Year 1 of the Term of the EA.  Publication by Garrison shall be permitted for as long as the MOD has a support and maintenance agreement in place covering Garrison appliances.
5	<b>Reference calls</b>	Reference calls between an appropriate representative at the MOD and venture capital/PE firms looking to invest in Garrison.	An appropriate representative of the MOD shall participate in a minimum of five (5) of such calls over the Term of the EA and provide simple, high-level and factual information about Garrison's capability and support within the MoD.
6	<b>Sponsorship for staff clearances</b>	Sponsorship for Garrison staff security clearances.	Sponsorship for at least five (5) Garrison staff clearances to MoD DV.  This support shall be provided by the MOD for as long as the MOD has a support and maintenance agreement in place covering Garrison appliances.
7	<b>On-site access</b>	Provision of MoD site access passes for all Garrison's cleared MoD facing account managers and professional services teams.	This support shall be provided by the MOD for as long as the MOD has a support and maintenance agreement in place covering Garrison appliances.
8	<b>ListX Sponsorship</b>	Provide support to Garrison's planned accreditation for ListX accreditation, as well as on-going maintenance of accreditation.	This support shall be provided by the MoD for as long as MoD have a support and maintenance agreement in place with Garrison.
9	<b>Improved IT/comms for customer support to MOD customers</b>	Provision and funding by MoD of suitable IT systems (e.g. MoDNet access and terminals) to enable Garrison's Professional Services/Customer Success teams to support MoD deployments.	This support shall be provided by the MoD for as long as MoD have a support and maintenance agreement in place with Garrison.