



| WHAT YOU GET | Pre-Close Cyber Assessment | Pre-Exit Cyber Readiness Review | Incident Response Coach | GP Protect | PortfolioProtect |
|---|---|---|--|--|--|
| PortCo Cyber Remediation Plan and Execution Support | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| "Top 7" Assessment and Report prior to PortCo. Acquisition and/or Exit | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| PortCo Cyber Ongoing Management (coordinate 3PCV calls, SAT results etc.) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| GP Cyber Remediation Plan and on-going management | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Real-time Incident Response Management at PortCo. | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Real-time Incident Response Management at GP | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Portfolio wide PortCoShield™ Dashboard and Reporting | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| GP PortCoShield™ Dashboard and Reporting | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| PEG "Cyber Lead" Coaching | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| PortCo. "Cyber Lead" Coaching | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Real-time Cyber Alerts and remediation steps as relevant new threats identified | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Quarterly newsletter with useful industry updates | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Monthly Cyber Provider status reviews | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Allocate portfolio-wide 3rd party fees to each PortCo | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Regular PEG Sync Calls - Review progress and triage priorities. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Manage 3rd Party Cyber Verification (3PCV) Process, 2-4x/year | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| PEG Steering Committee Report Outs (~30 min, as requested) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Onboarding Sessions for new PortCo Cyber Leads (PortCo CLs) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Quarterly PortCo BOD Scorecard Review & reprioritization with PEG (deal team, FinOps) | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Research, vetting & management of Cyber providers | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| Adhoc advice support on cyber topics | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> |
| ENGAGEMENT MODEL | | | | | |
| Fee Structure | | | Fixed fee, regardless of number of incidents | Fixed for first 3 months, scaling down as cyber posture improves | Fixed for first 3 months, scaling down as cyber posture improves |
| Who Pays? | Billed to the deal | PortCo | PortCo | GP | PortCos plus GP |
| Engagement Term | One off fee, 3 month duration | One off fee, 3 month duration | Monthly retainer per PortCo, 12 month contract | Monthly retainer, 12 month contract | Monthly retainer per entity, 12 month contract |
| Execution timeframe | 2 week assessment, then periodic follow ups | 2 week assessment, then periodic follow ups | monthly, recurring | monthly, recurring | monthly, recurring |
| DEFINITIONS | GP = General Partner | PortCo = Portfolio Company | | PEG = Private Equity Group i.e. the combination of GP and their PEGs | |