

EXHIBIT A:

## KnowBe4 Security Awareness Training Standing Offer For VSBIT

KnowBe4 is the world's largest security awareness training and simulated phishing platform, proven effective in helping organizations manage the ongoing problem of social engineering and reducing vulnerabilities to ransomware, malware, and other data breaches.

The KnowBe4 platform is user-friendly and intuitive. It was built to scale for busy IT pros that have multiple fires to put out. Our goal was to design the most powerful, yet easy-to-use platform available.

Customers of all sizes can get the KnowBe4 platform deployed into production extremely fast. Our Customer Success team gets you going in no time, without the need for consulting hours.

To ensure all members of VSBIT receive competitive pricing on our New School Security Awareness and Phishing platform, we are providing a set discount via a Standing Offer. VSBIT members will receive a 25% discount plus a 10% discount (if SLED) on all of our subscription levels. **Offer valid for new KnowBe4 customers only.**

Our 3-year subscription has a built-in discount of 20%. VSBIT members opting for a 3-year subscription will receive the multi-year discount of 20% plus 10% discount (if SLED) on top of the 25% discount.

All security awareness training subscription levels include the following basic services. (Advanced features and additional training resources increase with each subscription tier.)

- Admin Management Console
- Kevin Mitnick Security Awareness Training (40 Minutes)
- Kevin Mitnick Security Awareness Training (25 Minutes)
- Kevin Mitnick Security Awareness Training (15 Minutes)
- Unlimited Training Campaigns
- Unlimited Phishing Security Tests
- Over 900 Phishing email templates
- Ability to customize provided Phishing email templates, or create new templates
- Phishing Reply Tracking
- Ongoing security tips campaigns
- Outlook or Office 365 Phish Alert Button Add-In

### Subscription Levels

A full description of features included with each subscription level can be viewed at <https://www.knowbe4.com/hubfs/PricingLevels.pdf?t=1490113163767>

### Subscription Pricing

Standard pricing for each subscription level can be viewed at <https://www.knowbe4.com/pricing-kevin-mitnick-security-awareness-training>. Pricing shown does not reflect our 3-year discounted pricing or VSBIT member Standing Offer discount. If VSBIT members purchase through an authorized KnowBe4 Channel Partner, pricing may vary.

### Training Modules

A list and overview of training modules and additional resources can be viewed at <https://www.knowbe4.com/knowbe4-training-modules-overview/>. (Click on 'down arrow' to the left of each title to view additional information on content and included resources. Because our library is constantly being updated, VSBIT members desiring to see a real-time view of the full library and content may request access to our Module Store [ModStore] Training Preview.)

### PhishER (Optional add-on)

<https://www.knowbe4.com/products/phisher>

PhishER is your lightweight Security Orchestration, Automation and Response (SOAR) platform to orchestrate your threat response and manage the high volume of potentially malicious email messages reported by your users. And, with automatic prioritization of emails, PhishER helps your InfoSec and Security Operations team cut through the inbox noise and respond to the most dangerous threats more quickly.

**All eligible VSBIT members MUST ask for the VSBIT Standing Offer prior to purchasing. The VSBIT discount will not be refunded post-sale, nor applied to existing accounts or renewals of current KnowBe4 customers.** Organizations with 25 users or less are not eligible to participate in this Standing Offer without prior written approval from KnowBe4. Organizations with 25 users or less that are deemed eligible by KnowBe4 will only be offered our 3 year Diamond subscription.

This Standing Offer for VSBIT members is only available **until July 31, 2022**.

**\*\*VSBIT members interested in receiving more information or viewing a demonstration can contact Tiffany Yeager 727-877-8226 [Tiffany@KnowBe4.com](mailto:Tiffany@KnowBe4.com)\*\***