

Hudson InfoSec — MSP Partner Pricing Guide

Confidential — For Authorized Reseller Partners Only

Platform Overview

Hudson InfoSec offers two core platforms — **Sentinel SIEM** and **Ayewo Vulnerability Scanner** — plus AI-powered penetration testing and API security testing. MSPs can resell all products at wholesale pricing with margin retention.

Valid Product Bundles

BUNDLE	DESCRIPTION
Sentinel Only	SIEM platform — event ingestion, alerting, immutable ledger, compliance dashboards. <i>Penetration testing and API security testing are not available on this bundle — add an Ayewo subscription or upgrade to the Ayewo + Security Testing or Full Platform bundle to access those services.</i>
Ayewo + Security Testing	Vulnerability scanning, AI penetration testing, API security testing (Sentinel optional add-on)
Full Platform	Sentinel + Ayewo + Pentesting + API Testing — complete security stack

Pentesting and API testing are included capabilities with every Ayewo subscription and cannot be purchased separately.

1. Sentinel SIEM — MSP Reseller Tiers

TIER	MONTHLY	INCLUDED CLIENTS	ADDITIONAL CLIENTS	KEY FEATURES
Starter MSP	\$149	3	—	Core SIEM, 30-day retention
Professional MSP	\$389	10	\$29/each	Priority support, 90-day retention, SOC dashboards
Business MSP	\$849	25	\$30/each	Dedicated support, 1-year retention, white-label reporting
Enterprise MSP	Custom	Unlimited	Custom	White-label/OEM, SLA guarantee, dedicated account manager

Sentinel Direct Customer Tiers (for reference — your clients' retail pricing)

TIER	MONTHLY	EVENTS/MO	NOTIFICATIONS/MO	RETENTION
Starter	\$49	1,000	10,000	30 days
Professional	\$199	10,000	100,000	90 days
Business	\$699	50,000	500,000	1 year

Extended Storage Add-On: +\$10/month for +3 years retention (any plan)

2. Ayewo Scanner Node

CHANNEL	PRICE PER NODE/MONTH
Direct (SMB)	\$99
Enterprise (1-9 nodes)	\$149
Enterprise (10-24 nodes)	\$129
Enterprise (25-49 nodes)	\$109
Enterprise (50+ nodes)	\$89
Government (1-9 nodes)	\$175
Government (10-24 nodes)	\$150
Government (25+ nodes)	\$125

What's Included: Hardware device + software, weekly/scheduled/on-demand vulnerability scans, 15+ compliance frameworks, encrypted scanning, unlimited PDF reports.

Pentesting & API Testing: Enabled with every Ayewo subscription. Engagements are billed per use at your MSP tier's wholesale rate (see Section 3). Sentinel annual subscribers receive loyalty discounts and one included engagement at the Business tier (see Section 5).

Pentest Benefits by Sentinel Tier (Annual Plans)

SENTINEL TIER	INCLUDED ENGAGEMENTS	SUBSCRIBER DISCOUNT
No Sentinel (Ayewo only)	None — billed per engagement at wholesale rate	—
Sentinel Starter (\$49/mo)	None	None
Sentinel Professional (\$199/mo, annual)	None	20% off all engagements
Sentinel Business (\$699/mo, annual)	1 External Blackbox per year	25% off additional engagements
Enterprise / Gov	Custom retainer — included in contract	Custom

Included engagement (Business tier) is 1 External Blackbox engagement. Internal Grey Box, API Probe, and additional engagements are billed at the subscriber discount rate. Use-it-or-lose-it per annual term. 30-day activation delay.

3. Penetration Testing — MSP Wholesale Pricing

All pentesting and API testing services require an active Ayewo node subscription.

Per-Engagement Wholesale Rates

MSP TIER	DISCOUNT	EXTERNAL BLACKBOX	INTERNAL GREY BOX	API PROBE
Starter MSP	List price	\$2,500	\$3,500	\$2,000
Professional MSP	20% off	\$2,000	\$2,800	\$1,600
Business MSP	30% off	\$1,750	\$2,450	\$1,400
Enterprise MSP	Up to 35%	Custom	Custom	Custom

12-Month Retainer Wholesale Rates

SERVICE	LIST PRICE	PRO MSP (20% OFF)	BUSINESS MSP (30% OFF)
External Blackbox	\$15,600/yr	\$12,480/yr	\$10,920/yr
Internal Grey Box	\$21,600/yr	\$17,280/yr	\$15,120/yr
API Probe	\$13,200/yr	\$10,560/yr	\$9,240/yr

MSP Margin Example

SERVICE	YOUR WHOLESALE COST	SUGGESTED RETAIL	YOUR MARGIN
External Blackbox (Biz MSP)	\$1,750	\$2,500-\$3,500	\$750-\$1,750 per engagement
Internal Grey Box (Pro MSP)	\$2,800	\$3,500-\$4,900	\$700-\$2,100 per engagement
API Probe (Pro MSP)	\$1,600	\$2,000-\$2,800	\$400-\$1,200 per engagement
Ayewo Node	\$99/mo (pass-through)	\$149-\$199/mo	\$50-\$100/mo per node

4. Enterprise & Government Pricing (Custom Invoicing)

For enterprise and government clients, pricing is handled via custom invoicing through the HSEC portal.

Enterprise Sentinel Platform

ITEM	MONTHLY	ANNUAL
Sentinel Platform (30K events + 300K notifications/mo)	\$1,400	\$16,800
Additional Capacity Block (+500 events + 5K notifications/mo)	\$299	\$3,588
Extended Retention (+3 years)	\$75	\$900
Extended Retention (+6 years)	\$125	\$1,500

Bundle Discount: 10% off Sentinel total with annual billing + 3+ Ayewo nodes.

Enterprise Pentest Pricing

SERVICE	PER ENGAGEMENT	6-MO RETAINER	12-MO RETAINER
External Blackbox	\$2,500	\$9,000 (\$1,500/mo)	\$15,600 (\$1,300/mo)
Internal Grey Box	\$3,500	\$12,600 (\$2,100/mo)	\$21,600 (\$1,800/mo)
API Probe	\$2,000	\$7,200 (\$1,200/mo)	\$13,200 (\$1,100/mo)

Government CLIN Pricing

CLIN	SERVICE	PER ENGAGEMENT	ANNUAL RETAINER
0001	Ayewo Scanner Node	—	\$125-\$175/mo (tiered)
0002A	External Blackbox	\$1,500	\$6,000/yr
0002B	Internal Grey Box	\$2,100	\$8,400/yr
0002C	API Probe	\$1,200	\$4,800/yr
0003	Sentinel Gov Platform	—	\$1,800/mo
0003A	Additional Capacity Block	—	\$299/mo
0004	Extended Retention	—	\$50/mo

5. Sentinel Subscriber Pentest Benefits

Sentinel subscribers on annual plans receive loyalty discounts on pentesting and API testing, with one included engagement at the Business tier. All require an active Ayewo subscription.

Subscriber Discounts

SENTINEL TIER	DISCOUNT ON PENTEST/API	INCLUDED ENGAGEMENTS
Starter (\$49/mo)	No discount	None
Professional (\$199/mo, annual)	20% off	None
Business (\$699/mo, annual)	25% off additional engagements	1 External Blackbox
Enterprise / Gov	Custom retainer	Custom

Annual Plan Summary

TIER	ANNUAL PRICE	INCLUDED	ADDITIONAL ENGAGEMENTS
Starter	\$588/yr	None	List price
Professional	\$2,388/yr	None	20% off list
Business	\$8,388/yr	1 External Blackbox	25% off list

Rules: Included engagement is 1 External Blackbox. 30-day activation delay. Use-it-or-lose-it per annual term. Internal Grey Box and API Probe always billed at tier discount rate.

6. Billing & Terms

- **Payment:** Stripe (recurring monthly subscriptions)
- **Tax:** Automatic calculation (SaaS tax code)
- **Customer Portal:** portal.hudsoninfosec.com
- **Enterprise/Gov:** Custom invoicing, subscription terms
- **Contracts:** None required (month-to-month), except for annual subscriptions
- **Cancellation:** Anytime for monthly plans. Annual contracts require 60 days notice.
- **SLA:** Available on Enterprise and Government agreements

7. Getting Started

1. **Choose your MSP tier** — Starter, Professional, or Business
2. **Sign up** at hudsoninfosec.com/msp
3. **Add client nodes** — Deploy Ayewo scanners to client networks
4. **Resell services** — Run pentests, API probes, and Sentinel monitoring at your own retail rates
5. **Manage everything** from the unified portal at portal.hudsoninfosec.com

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