SALES PROPOSAL

Enterprise Plan — Datalake Analytics

PREPARED FOR

Allied Insurance Group

Attn: Marisol Tang, VP Data Strategy

PREPARED BY

Pikepoint Analytics

Daniel Reyes, Senior Account Executive

ISSUED

April 26, 2026

Valid for 30 days

Account Summary

ANNUAL VOLUME	ACTIVE USERS	LOCATIONS	INDUSTRY
4.2 PB	**1,840**	**23**	**P&C Insurance**
ingested across 14 sources	analysts, actuaries, ops	US + 4 LATAM offices	Mid-market enterprise

Recommended Plan

RECOMMENDED

Pikepoint Enterprise

$124,000

per year, billed annually

Unlimited ingest, dedicated infrastructure, white-glove onboarding.

INCLUDED WITH ENTERPRISE

- ✓ Unlimited datalake storage with hot/warm/cold tiering
- ✓ Real-time streaming ingest from 200+ connectors
- ✓ Dedicated single-tenant compute cluster (us-east + eu-west)
- ✓ SOC 2 Type II, HIPAA, and NAIC Model 668 compliance pack
- ✓ SSO via Okta, Azure AD, or Ping Identity (SAML 2.0 + SCIM)
- ✓ Predictive analytics suite with 18 pre-built actuarial models
- ✓ Audit log retention for 7 years (regulatory-grade)
- ✓ 99.95% uptime SLA with 15-minute RTO commitment
- ✓ Named CSM, weekly reviews, quarterly executive QBRs
- ✓ 24/7 phone + chat support with 30-minute response SLA

Add-ons

Selected based on the discovery workshop held on April 14, 2026.

ITEM	QUANTITY	UNIT PRICE	TOTAL
Custom dashboards (Looker semantic layer)	12	$1,200.00	**$14,400.00**

ITEM	QUANTITY	UNIT PRICE	TOTAL
Premium support (named L3 engineer, 24/5)	1 yr	$8,000.00	**$8,000.00**
On-prem deployment fee (regulated workloads)	1	$12,000.00	**$12,000.00**
Training (4 cohorts, certification track)	4	$2,250.00	**$9,000.00**
Data integration (3 legacy mainframes via CDC)	3	$3,000.00	**$9,000.00**

Volume Discount Tier

Allied Insurance Group qualifies for Tier 3 based on a $158,400 annual contract value.

TIER	ANNUAL SPEND	DISCOUNT	EFFECTIVE RATE	STATUS
Tier 1	$50,000 – $99,999	0%	List price	
Tier 2	$100,000 – $149,999	8%	$0.092 / GB	
Tier 3	**$150,000 – $249,999**	**15%**	**$0.085 / GB**	✓ Your tier
Tier 4	$250,000+	22%	$0.078 / GB	

Implementation Timeline

Anticipated kickoff May 12, 2026; production cutover targeted for September 30, 2026.

PHASE	DURATION	OWNER
1. Discovery & architecture review	2 weeks	Pikepoint Solutions Eng.
2. Cluster provisioning & SSO/SCIM setup	3 weeks	Pikepoint DevOps + Allied IT
3. Source connector buildout (14 systems)	6 weeks	Joint Integration Squad
4. Model migration & UAT (actuarial cohort)	5 weeks	Allied Data Science
5. Production cutover & hypercare	4 weeks	Pikepoint CSM + L3 support

Investment Summary

Pikepoint Enterprise (annual subscription)	**$124,000.00**
Add-ons (5 line items)	**$52,400.00**
Subtotal	**$176,400.00**
Volume discount — Tier 3 (15%)	**−$18,000.00**
Total — Year 1	**$158,400/yr**

Pricing locked through 2027 with 3% annual escalator thereafter.

Acceptance

By signing below, both parties accept the terms, scope, and pricing detailed in this proposal. A definitive Master Services Agreement will follow for execution within 10 business days.

ALLIED INSURANCE GROUP

SIGNATURE _____ DATE _____

Marisol Tang
VP Data Strategy

PIKEPOINT ANALYTICS, INC.

SIGNATURE _____ DATE _____

Daniel Reyes
Senior Account Executive