



PRICE BOOK • EFFECTIVE NOVEMBER 2026

What a Surya quote contains, with the numbers.

A first rung, Standby with JML, then three operated products, the servers your applications run on, and the platform your own functions run on, bought into one system. Each quote lists only the lines that apply to the declared scope and separates Surya's charges from what you own. No hourly engineering, no retainers, no charge for access to people.

SURYA FOUNDATION • ALL THREE AS ONE SYSTEM

Surya Endpoint

Workstation operations, support, users, access

\$100 per person per month

Surya Fabric

Site network, operated to one standard

\$250 appliance • \$100 switch • \$50 AP, per month

Surya Standby

Prepared recovery at the site. Inside Endpoint and Fabric, alone from \$999 a month, or as the first rung, with

Surya Agent Platform

The floor the functions you build run on.

\$1,500
per month, first 12 months

\$750
per month after

Up to 50 seats; above, 2x.

MINIMUM

\$5,000

a month, sold as one package covering up to 50 people on Endpoint.

DEPLOYMENT

Fixed

one fee per tenant and per site; a fleet built through RTP is on the published move meter.

PASS-THROUGH

At list

Microsoft at list, through Surya CSP or your current source; Azure at cost plus 20%. The compliance platform is in every Endpoint agreement, its own line at list.

TERM

12 mo

Standby alone is month to month. Drafted by ACH on the 15th of the month of service.

Surya Endpoint

\$100 per person per month

The IT function for workstations and the people who use them, delivered by four hires with Surya engineers on three shifts behind them. One price covers every hire, prepared recovery for every workstation, and Surya Control.



June
Device recovery



Ana
Joiners and leavers



Nora
Access and evidence



Sam
Support desk, after hours

What the seat buys

Support desk in Teams with first response from the hires and escalation to an engineer on shift, 365 days. Joiners and leavers: account, device and role-based access on the start date, all removed on the leaving date. Access rules verified daily, evidence retained. Standard device build, patching, compliance, serialized custody. Prepared recovery: a failed workstation replaced from spares at the site. Consequential changes wait for your named owner.

How the number is built

PEOPLE ON ENDPOINT	PER MONTH
1 to 50, the startup package	\$5,000
Each person above 50	\$100
Compliance platform, in every Endpoint agreement, per year	\$12,400

A person is a licensed user in your Microsoft 365 tenant, billed on the count in effect each month. \$100 per person from 50 people; one package to 50. Regulated IT: the compliance platform is part of every Endpoint agreement, its own line at list, drafted annually. Audit engaged separately.

One-time deployment

FEE	COVERS	USD
Per tenant	Tenant baseline to the Surya standard (new, existing or migrated): identity, conditional access, device management, client access, telephony, people onboarding, HIPAA posture, acceptance tests, a tuning session for the hires.	\$7,500
Each additional site	Site onboarding: tower placement where the site qualifies, spares staged, people and devices at that site.	\$1,500
Initial fleet through RTP	Where devices pass through Research Triangle Park rather than vendor-direct to the site, the initial build is a mass deployment event on the move meter (page 4).	\$135 per device

Standby inside Endpoint

One stocked tower at every site with 15 or more people, inside the seat price; smaller sites served from Research Triangle Park at the same price. Swaps included; shipped moves and mass deployment events metered.

On your paper, with Endpoint

Microsoft 365 Business Premium per seat and a Copilot Studio capacity pack per tenant, through Surya CSP at list. Workstations and spares, Dell direct or through RTP. Azure Virtual Desktop where client access requires it, at cost plus 20%.

Surya Fabric

\$250

per security appliance · \$100 per switch · \$50 per access point, per month

The site network, operated to one standard by Theo with Surya engineers on three shifts: segmentation, two internet lines with automatic failover, 24/7 monitoring, tested recovery, and Fabric-class spares swapped on failure. Two ways in, one rate card: the price follows the equipment on the dashboard, so a six-person clinic is \$400 and a plant with two appliances, eight switches and twenty access points is \$2,300.

PATH A · MANAGE IN PLACE

Your network, as it sits

Surya operates the equipment you already own, on your paper. Conditions: supportable gear, administrative access, spares.

\$2,000 one-time takeover per site

Discovery, credentials, monitoring, documentation.

AT REFRESH
→

PATH B · THE STANDARD KIT

One kit, one profile, one spare set

Kit bought separately, one-time, on your paper. Full Meraki, or Hybrid Meraki with Cisco Catalyst switching.

\$4,000 one-time deployment per site

Deployment only. Also the fee when a managed site moves to the kit.

Device rates, either path

MANAGED NETWORK DEVICE	PER MONTH
Security appliance: firewall or SD-WAN edge. Plants usually run a pair.	\$250 per device
Switch, campus or industrial: Catalyst, Meraki MS, Cisco IE. A stack member counts as a switch.	\$100 per device
Access point. Cameras, phones, printers and sensors are not Fabric devices.	\$50 per device
OT and CPS scope (Sol), with or without Fabric at the site: sensor placement, visibility, evidence; sensor platform on your paper	\$1,999
Plant survey, ahead of deployment: walk, inventory, cabling and rack findings, profile quote. Credited against deployment if the plant proceeds.	\$2,500 once

The two kits, one dashboard

Full Meraki. Security appliance pair, switching and wireless, all managed from the Meraki dashboard. The standard site.

Hybrid Meraki. Meraki edge and wireless with Cisco Catalyst switching cloud-managed from the same dashboard. For complex architectures: plants, industrial switching, OT visibility with Cyber Vision.

The devices on the dashboard set the rate; the kit is an architecture choice inside it. One standard spare set per kit sits on your equipment list; Surya stages and swaps it inside Fabric.

The kit is a separate purchase

The kit and its spare set, Meraki licensing, your circuits and the OT sensor platform are a separate one-time purchase, on your paper, through Surya or your own source. The \$4,000 deployment and the monthly rates do not include equipment. Surya specifies, configures and operates all of it.



03 · Surya Fabric

Surya Standby

\$999 per site per month, on its own

Prepared recovery at the site: a Surya-owned 15-bay tower, stocked with your spares built to your own image at Research Triangle Park, with swap, custody, RMA and a remote restore line. The floor of every Surya deal, and sold on its own.

LAPTOP SITE

\$999

per site per month. Office, branch. All 15 bays included; you supply the devices.

CRITICAL SITE

\$1,999

per site per month. Clinic, dental, veterinary, plant floor, imaging, utilities, construction yards. Mixed-bay locker for edge devices, controllers and imaging boxes.

THE SWAP

\$150

per swap, Standby alone. Re-image of the returned unit, restock and the record. Parts and RMA shipping at cost. Inside Endpoint and Fabric the swap is included.

Terms, Standby alone

Month to month, 30-day out. No install fee, no pilot, no free month: the fee starts the day the bays are stocked. Hard-down equipment goes straight to the box; only a "might come back" symptom opens a 30-minute restore window on the line. Bench rules stand in the service terms: warranty RMA; repair when under 40% of replacement and under refresh age; otherwise certified retirement with residual value credited.

Standby inside Endpoint and Fabric

Endpoint: one tower per site with 15 or more people, inside the seat price; smaller sites served from Research Triangle Park at the same price; swaps included. Fabric: one standard spare set per kit on your paper, staged and swapped by Surya inside the site rate. Additional towers at a site are quoted.

The move meter

Applies when a device leaves Research Triangle Park for a person or a site, and to mass deployment events: a scheduled fleet refresh or site rollout, billed per device moved. Tower swaps are the Standby vend, not this meter.

EVENT	PER DEVICE	EVENT	PER DEVICE
Kit and ship: image to the configuration of record, pack, label, tracking	\$135	Reprovision to stock: re-image, restock as a standing spare	\$95
Kitting add-on: dock, peripherals, accessories	\$25	IMAC at a site: install, move, add or change	\$95
Box and retrieve: prepaid box and label, inbound tracking	\$110	Recycle handoff: certified disposal, residual credited	\$20
Receiving: inbound check, serial and condition recorded	\$10	Storage at RTP beyond the standing spare count	\$8 a month
Secure wipe with certificate, NIST 800-88	\$20	New hire shipped with a dock: \$160. Leaver retrieved, wiped, restocked: \$235.	

START HERE

Standby with JML

\$2,000

per site per month, plus \$25 per person

The first rung. A smart locker at each site with a configured replacement always in it, and every joiner, mover and leaver handled from a request with a record of who asked, who approved and when it ran. Month to month. Everything above it on the ladder, Surya Endpoint first, is bought later without paying twice.

STANDBY AT THE SITE

\$2,000

per site per month, any site type. The locker operated, spares built to your image at Research Triangle Park and kept patched, swap, custody record, RMA and the remote restore line. You supply the devices.

JML OPERATED

\$25

per person per month, \$500 minimum per tenant. Account, role-based licenses and groups, multifactor, device bound to the person on arrival, access removed on the date you set, the record for every event, exportable as an access review.

JML IMPLEMENTATION

\$4,000

one-time per tenant. Your HR system connected as the source of truth, the role model, joiner, mover and leaver flows in Entra and Intune, the service desk hand-off, the evidence export, an acceptance test.

The locker and the moves

The locker is yours: passed through at cost as a one-time setup fee on your paper, operated by Surya. Five-bay or fifteen-bay, standard or mixed-bay for edge devices, chosen for the site. Devices that leave or return to Research Triangle Park are on the move meter: a new hire shipped with a dock \$160; a leaver retrieved, wiped with a certificate and restocked \$235.

Moving up

Surya Endpoint, \$100 per person per month, includes Standby at every site with 15 or more people, JML, the support desk and the compliance platform. On moving up the deployment fee is waived, the JML implementation is credited, and the site fee folds into the seat price. No compliance platform at this rung; the JML record is exported to you.

Two sites, worked

ONE CLINIC, 20 PEOPLE, FIVE-BAY LOCKER

On signing: JML implementation \$4,000, locker passed through at cost	\$4,000 + Locker
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Monthly: Standby \$2,000, JML 20 people at the \$500 minimum	\$2,500
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Each new hire shipped, each leaver retrieved	\$160 / \$235
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THREE CLINICS, 45 PEOPLE, FIVE-BAY LOCKERS

On signing: JML implementation \$4,000, three lockers passed through at cost	\$4,000 + Lockers
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Monthly: Standby 3 × \$2,000, JML 45 × \$25	\$7,125
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Same group on Surya Endpoint, all in	\$6,033 a month
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Terms as Standby alone: month to month, 30-day out, no pilot, no free month; the site fee starts the day the bays are stocked, the JML fee the day the first flow runs. ACH draft on the 15th on the count in effect on the 1st.



05 • Start here • Standby with JML

What passes through, and what you build on

Licensing and consumption appear on the quote as their own lines, never blended into a product price. Each one states its basis.

LINE	BASIS	NOTE
Microsoft 365	Microsoft list	Through Surya CSP (tenant created by Surya or migrated in) or kept with your current source, at the same list price either way. Business Premium per seat; one Copilot Studio capacity pack per tenant.
Azure consumption	Cost + 20%	Surya operation fee on consumption, no minimum. Scope is the session hosts and their networking, nothing above the operating system: no application servers, databases or client workloads in the tenant.
Compliance platform (Vanta)	Vanta list, \$12,400 a year	Not optional: part of every Endpoint agreement, shown as its own line. Your own instance: platform, one framework, Trust Center; Surya products report their evidence into it. Drafted annually on signing and at each anniversary. The attestation report is a separate engagement through Vanta's marketplace.
US numbers and calling	Carrier rate	Numbers held by Surya's US entity through Operator Connect or Direct Routing and assigned to your Teams users; portable with you.
Equipment, circuits, sensors	Your paper	Workstations, spares, the Fabric kit and its spare set, internet circuits, OT sensor platforms. Quoted through Surya or kept with your current source.

SURYA SERVER

The servers your applications run on **\$350** per server per month · \$500 one-time takeover per server

Windows or Linux servers operated by Surya engineers on three shifts: patching, backup verified and restore tested, monitoring, access control, evidence into the compliance platform. On your hardware, in your Azure, or on Surya session hosts. Your application vendors (ERP, historian, practice management, imaging) stay yours; Surya is the operator they work with. Takeover waived for existing accounts.

The employees you build

\$1,500

per month, first 12 months, up to 50 seats

You know how to treat patients, ship product, run claims. The platform is the floor those functions run on: identities, permissions, knowledge, connectors, development through production, a release process, telemetry, spend visibility, Surya Control, and enablement for your builders. Either party builds a function: your people, Surya, or any split.

PLATFORM (A SEAT IS A PERSON ON AN ENDPOINT) UP TO 50 SEATS ABOVE 50			FUNCTIONS		PRICE
Establishment, months 1 to 12: validation agent at acceptance; one production function built with you once prerequisites are met (tenant consent, the data source, a named owner)			\$1,500		\$3,000
Steady state, month 13 onward			\$750		\$1,500
			Function build, second and later functions: one-page spec, acceptance test, fixed before work starts		\$4,000 each
			Catalogue function: a Surya-built function that repeats across customers; requires the platform		\$500 a month
			Compute: the Surya roster runs on shared compute; the functions you build run on compute dedicated to you; capacity beyond the included base, and compute at your site, quoted		Included / on request

How it is bought

TERM	12 months for Endpoint, Fabric and Agent Platform; no ending early. Renews for 12 months; 60 days' notice to end. Standby alone: month to month, 30-day out.
BILLING	Drafted on the 15th of the month of service, on the counts in effect on the 1st. First month prorated and drafted on signing with the one-time fees and Vanta for the year. Pass-through drafted with it at the vendor's price.
PAYMENT	ACH draft from a US business account, authorized on signature; each invoice is issued and drafted on its due date. India: e-NACH mandate in INR at the debit-date rate. Failed draft re-presented after 3 business days; a second failure suspends new work (moves, deployments, function builds; never leaver removals or recovery).
PRICES	Surya's own lines are fixed for the term and may change at renewal with 90 days' notice. Pass-through lines move with the vendor.
COUNTS	The 1st-of-month count is sent to you the same day; ten days to dispute a line before the draft.
ADMIN AND EXIT	You hold Meraki organization admin, with Surya as a delegated Meraki administrator, and tenant global admin, with Surya operating through application identities you consent to; both are removed within five business days of exit with the configuration of record and the compliance evidence export returned.
AGREEMENTS	Master services agreement; business associate agreement where PHI is in scope. SOC 2 Type II report under NDA.
OUTSIDE THE US	Same price per person. Towers, spares and swaps are delivered in the United States.
EXISTING ACCOUNTS	No deployment or takeover fees on conversion; one-time fees only for sites moving to the standard kit.

EXAMPLE A • CLINIC GROUP

45 people across three clinics (20, 15, 10), own network gear managed in place

Surya Endpoint, package to 50	\$5,000
Surya Fabric, managed in place: 3 firewalls, 3 switches, 9 access points	\$1,500
Standby: towers at the 20 and 15, RTP serves the 10	included
Surya products, per month	\$6,500
Compliance platform, per year	\$12,400
One-time: \$7,500 tenant + 2 × \$1,500 sites + 3 × \$2,000 takeover	\$16,500

EXAMPLE B • ONE PLANT

120 people, production floor, standard kit, OT scope

Surya Endpoint, 120 × \$100	\$12,000
Surya Fabric: appliance pair, 5 switches, 15 access points	\$1,750
OT and CPS scope	\$1,999
Surya products, per month	\$15,749
Compliance platform, per year	\$12,400
One-time: \$7,500 tenant + \$4,000 deployment, survey credited	\$11,500

A third to a half less than a clinic group or plant under HIPAA or CMMC pays today

Published 2026 managed IT rate guides put a HIPAA-scope or regulated-manufacturing seat at \$160 to \$250 per person per month, network devices at \$25 to \$75 each, compliance work outside the seat, and projects and hourly at 30 to 50% on top. Year one, both worked examples, at the midpoint of each band, servers included on Surya's side, no onboarding charged to an incumbent you already have:

CLINIC GROUP • 45 PEOPLE, THREE CLINICS, HIPAA, ONE SERVER

LINE	INCUMBENT	SURYA
Seat, \$165–250 per person (mid \$207.50)	\$112,050	\$60,000
Network, 15 devices at \$25–75 a month	\$9,000	\$18,000
Compliance platform, the same platform at list on either side	\$12,400	\$12,400
Server operated	in seat	\$4,700
Projects and hourly, 30–50% on the seat	\$33,615–56,025	none
Deployment and takeover	\$0	\$16,500
Year one	\$167,065–189,475	\$111,600

PLANT • 120 PEOPLE, PRODUCTION FLOOR, OT, FOUR SERVERS

LINE	INCUMBENT	SURYA
Seat, \$160–250 per person (mid \$205)	\$295,200	\$144,000
Network, 22 devices at \$25–75 a month	\$13,200	\$21,000
Compliance platform	not in seat	\$12,400
OT visibility operated; sensor platform on your paper either way	hourly	\$23,988
Servers operated, four	in seat	\$18,800
Projects and hourly, 30–50% on the seat	\$88,560–147,600	none
Deployment with survey	\$0	\$11,500
Year one	\$396,960–456,000	\$231,688

Clinic group 33 to 41% less; plant 42 to 49% less. Risk analysis and penetration testing are bought separately on either side and are left out. Shipped moves and mass deployment events are on the published meter on either side. Microsoft licensing is the same on both sides and is left out. Surya year one includes the one-time fees; the standard kit, where chosen, is a separate purchase on either side. Bands: Mind-Core, medical practice managed IT 2026; Uprite, HIPAA-compliant IT per-user rates 2026; IT Budget Calculator, managed services cost; Atlant Security, vCISO cost 2026; ITS, managed IT for manufacturers; ExperTIP, managed IT cost for a manufacturing company.