

PITWALL

Pricing and Packaging

Proposal document | Annual subscription plans | 2026

How Pitwall is priced

Pitwall is sold as an annual subscription. The three plans are differentiated by the level of intelligence applied to your stack: Basic gives you visibility, Pro adds diagnosis, and Enterprise adds automated remediation. All plans include the Shakedown assessment and boardroom-ready reporting.

Pricing is set with the enterprise security budget in mind. Basic is designed to close at the departmental level without a full procurement cycle. Pro is the right choice for organizations that want the root cause identified and remedied, not just flagged. Enterprise is scoped to the environment.

Every plan starts with the Shakedown: 14 days, up to 20 controls, no infrastructure changes, a boardroom-ready report at the end. No obligation. The Shakedown is how Pitwall earns the right to the conversation about a long-term engagement.

The plans

Basic **\$18,000** / year

Visibility into what your stack is doing.

Pitwall Basic gives SOC Managers real-time visibility into alert performance across up to 20 integrated controls. Every alert is tracked from generation to resolution. Performance baselines are built automatically. Boardroom-ready reports are generated on demand. Basic is the right starting point for organizations that have never had a clear view into how their stack is actually performing and want to establish that baseline before going further.

What you get

- Alert tracking: every alert from every monitored control, generation to resolution
- Performance baselines: automatically built per control from day one
- Boardroom-ready reports: on-demand PDF output for CISO and board presentations
- Shakedown assessment: included, 14-day, up to 20 controls
- Up to 20 integrations with existing security controls
- Up to 5 platform users

- Self-serve onboarding with documentation and setup guides
- Standard support SLA

Best for Organizations establishing a performance baseline for the first time. Teams that want visibility before committing to automated diagnosis.

Pro **\$42,000** / year

Diagnosis and configuration recommendations, not just visibility.

Pitwall Pro adds the Auto-Diagnose engine to the full Basic feature set. When a control deviates from its performance baseline, Pro does not just flag it. It identifies the specific cause, generates a human-readable explanation of what is wrong, and delivers a precise configuration recommendation. The SOC Manager reviews the recommendation and applies the change. Automated remediation is available at the Enterprise tier. Pro is the right choice for organizations that are ready to stop managing the symptom and start fixing the cause.

What you get

- Everything in Basic, plus:
- Auto-Diagnose: root cause identification for underperforming controls
- Configuration recommendations: plain-language, specific, actionable
- Automated remediation: available at Enterprise tier
- Continuous learning: recommendations sharpen over time as Pitwall learns the environment
- Up to 50 integrations with existing security controls
- Up to 15 platform users
- Guided onboarding with a dedicated onboarding call
- Priority support SLA

Best for Organizations with mature stacks that have identified alert noise as a persistent problem and want root cause addressed, not just monitored. The right tier for most Series B and above enterprises.

Enterprise **Contact us**

The full platform, scoped to your environment.

Pitwall Enterprise delivers the complete platform with no limits on integrations, users, or controls monitored. Auto-remediation is fully enabled, meaning Pitwall can apply configuration changes automatically across the entire monitored stack with SOC Manager approval workflows built in. Enterprise also includes a dedicated Customer Success Manager, a custom integration development roadmap, and an enterprise SLA with defined response times and escalation paths. Pricing is scoped based on stack size, environment complexity, and the level of professional services required for deployment.

What you get

- Everything in Pro, plus:
- Unlimited integrations, users, and controls monitored
- Auto-remediation fully enabled across the entire stack
- Dedicated Customer Success Manager
- Custom integration development
- Enterprise SLA with defined response and escalation commitments
- Executive Business Reviews (quarterly)
- Early access to new product capabilities

Best for Large enterprise environments with 50+ controls and a need for automated remediation at scale. Organizations with complex stacks requiring custom integration development.

The business case

The Pitwall business case is grounded in analyst hours, not feature counts. A fully loaded enterprise security analyst costs between \$100,000 and \$140,000 per year. A significant portion of that analyst's time is spent processing false positives — alerts that should never have required human review.

The early adopter result is a 45 percent reduction in false positive volume in 30 days. At a team of six analysts, that translates to hundreds of hours returned to actual investigation work in the first quarter alone. The table below shows conservative estimates across the three plan tiers.

	Basic \$18K/yr	Pro \$42K/yr	Enterprise
Analyst cost recovered (est.)	0.5 FTE hrs/day	2 FTE hrs/day	Custom
False positive reduction target	20-30%	35-50%	50%+
Payback period (est.)	Less than 90 days	Less than 60 days	Custom
Annual analyst time saved (est.)	120 hrs	480 hrs	Custom

Estimates based on a six-analyst SOC team at \$120,000 fully-loaded annual cost per analyst. Actual results vary by stack composition, environment complexity, and baseline false positive volume. The Shakedown assessment generates organization-specific projections.

Next steps

Every engagement starts with the Shakedown. The Shakedown is a 14-day assessment of up to 20 controls with no infrastructure changes required. At the end of 14 days, Pitwall delivers a

boardroom-ready report showing exactly how each monitored control performed, which ones are underperforming, and what to change.

There is no obligation to continue after the Shakedown. Most organizations that run one do.

Start the Shakedown
pitwall.io/shakedown

Enterprise inquiry
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