

EXHIBIT A

Organization Size Definitions:

- Extra Small Organization – Less than 25 devices and less than 75 IP addresses
- Small Organization – Between 25 and 100 devices and between 75 and 300 IP addresses
- Medium Organization – Between 100 and 500 devices and between 300 and 1,500 IP addresses
- Large Organization – Between 500 and 2,000 devices and between 1500 and 6,000 IP addresses
- Unlimited Organization – Unlimited devices and IP addresses

CATEGORY I, CLOUD COMPLIANCE

Function/Expertise/Service	Not-to-exceed cost for an Extra Small Cloud/Offsite Hosting Implementation	Not-to-exceed cost for a Small Cloud/Offsite Hosting Implementation	Not-to-exceed cost for a Medium Cloud/Offsite Hosting Implementation	Not-to-exceed cost for a Large Cloud/Offsite Hosting Implementation	Not-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation
Cloud or Offsite Hosting Provider Compliance Services-Onsite Services	\$25,000	\$29,000	\$36,000	\$55,000	\$65,000
Cloud or Offsite Hosting Provider Compliance Services-Remote Services	\$22,000	\$26,000	\$32,000	\$50,000	\$60,000
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.

Fully-loaded On-site Change Order Rate	
Controls Associate	\$155
Controls Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Controls Associate	\$155

Controls Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Cloud Controls Matrix Domains\Framework from the Cloud Security Alliance organization

- Audit & Assurance - A&A
- Application & Interface Security - AIS
- Business Continuity Management and Operational Resilience - BCR
- Change Control and Configuration Management - CCC
- Cryptography, Encryption & Key Management - CEK
- Datacenter Security - DCS
- Data Security and Privacy Lifecycle Management - DSP
- Governance, Risk and Compliance - GRC
- Human Resources - HRS
- Identity & Access Management - IAM
- Interoperability & Portability - IPY
- Infrastructure & Virtualization Security - IVS
- Logging and Monitoring - LOG
- Security Incident Management, E-Discovery, & Cloud Forensics - SEF
- Supply Chain Management, Transparency, and Accountability - STA
- Threat & Vulnerability Management - TVM
- Universal Endpoint Management - UEM

CATEGORY II, PENETRATION TESTING

Penetration Testing Services - REMOTE					
Function/Expertise/Service	Not-to-exceed cost for an Extra Small Organization	Not-to-exceed cost for a Small Organization	Not-to-exceed cost for a Medium Organization	Not-to-exceed cost for a Large Organization	Not-to-exceed cost for an Unlimited Organization
Black Box Penetration Testing	\$7,000	\$9,600	\$13,500	\$20,000	\$30,000
Social Engineering Penetration Testing	\$4,000	\$5,000	\$8,000	\$10,600	\$15,000
Password Strength Assessments	\$4,500	\$4,500	\$5,500	\$6,500	\$8,500
Advanced Penetration Testing	\$15,000	\$18,000	\$25,000	\$35,000	\$45,000
Physical Security Assessment	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only
Project Management	\$800	\$1,000	\$1,500	\$2,500	\$4,500
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below
External Penetration Testing	\$5,000	\$6,000	\$9,000	\$15,000	\$24,000
Internal Penetration Testing	\$7,500	\$8,500	\$12,000	\$20,000	\$30,000

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.	
Fully-loaded Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Category II Per Instance Cost - Remote

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$12,000
Application Manual Source Review (Per Application)	\$22,000

Penetration Testing Services - ONSITE

Function/Expertise/Service	Not-to-exceed cost for an Extra Small Organization	Not-to-exceed cost for a Small Organization	Not-to-exceed cost for a Medium Organization	Not-to-exceed cost for a Large Organization	Not-to-exceed cost for an Unlimited Organization
Black Box Penetration Testing	\$10,000	\$12,600	\$16,500	\$23,000	\$33,000
Social Engineering Penetration Testing	\$7,000	\$8,000	\$11,000	\$13,600	\$18,000
Password Strength Assessments	\$7,500	\$7,500	\$8,500	\$9,500	\$11,500
Advanced Penetration Testing	\$18,000	\$21,000	\$28,000	\$38,000	\$48,000
Physical Security Assessment	\$12,000	\$14,000	\$16,000	\$20,000	\$25,000
Project Management	\$3,800	\$4,000	\$4,500	\$5,500	\$4,500
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below
External Penetration Testing	\$8,000	\$9,000	\$12,000	\$18,000	\$27,000
Internal Penetration Testing	\$10,500	\$11,500	\$15,000	\$23,000	\$33,000

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.

Fully-loaded Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305

Director	\$330
Principal	\$400

Category II Per Instance Cost - Onsite

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$15,000
Application Manual Source Review (Per Application)	\$25,000

CATEGORY III, SECURITY RISK ASSESSMENT

Security Risk Assessment Services - REMOTE

Function/Expertise/Service	Not-to-exceed cost for an Extra Small Organization	Not-to-exceed cost for a Small Organization	Not-to-exceed cost for a Medium Organization	Not-to-exceed cost for a Large Organization	Not-to-exceed cost for an Unlimited Organization
Windows System Review	\$5,500	\$8,500	\$12,000	\$20,000	\$40,000
Solaris/Linux/Unix System Review	\$5,500	\$8,500	\$12,000	\$20,000	\$40,000
Network Device Review	\$7,000	\$9,500	\$14,000	\$25,000	\$45,000
Virtual Host Server System Review	\$7,000	\$9,500	\$14,000	\$25,000	\$45,000
Firewall Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
Internal Router Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
External Router Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
Core Network Switch Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
Edge Network Switch Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
VPN Concentrator/Firewall Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
Cisco Secure ISE Review	\$7,000	\$9,000	\$12,000	\$15,000	\$18,000
VOIP Server Security Review	\$7,000	\$9,000	\$12,000	\$15,000	\$18,000
Database Security Review	\$5,500	\$8,500	\$12,000	\$20,000	\$40,000
Documentation Review	\$8,000	\$9,000	\$10,000	\$15,000	\$20,000
Log Review	\$7,000	\$9,000	\$12,000	\$20,000	\$35,000
Rule Set Review	\$6,000	\$8,000	\$10,000	\$14,000	\$20,000
Mainframe System Review	N/A	N/A	N/A	N/A	N/A
Network Sniffing	\$10,000	\$12,000	\$14,000	\$20,000	\$30,000

Network Discovery	\$10,000	\$12,000	\$14,000	\$20,000	\$30,000
Network Port and Service Identification	\$10,000	\$12,000	\$14,000	\$20,000	\$30,000
Network Architecture Assessment	\$8,000	\$10,000	\$13,000	\$20,000	\$30,000
Wireless Assessment	\$8,500	\$8,500	\$10,500	\$14,000	\$19,000
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.	
Fully-loaded Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Category III Per Instance Cost – Remote

Assessment	Setup Cost	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$1,000	\$20
Vulnerability Assessment (Scans) Per IP Address	\$1,000	\$20
Vulnerability Assessment (Scans) Per Application	\$1,000	\$1,000
Vulnerability Assessment (Scans) Per Web App	\$1,000	\$1,000
Vulnerability Assessment (Scans) Per Website	\$1,000	\$1,000

Security Risk Assessment Services - ONSITE

Function/Expertise/Service	Not-to-exceed cost for an Extra Small Organization	Not-to-exceed cost for a Small Organization	Not-to-exceed cost for a Medium Organization	Not-to-exceed cost for a Large Organization	Not-to-exceed cost for an Unlimited Organization
Windows System Review	\$8,500	\$11,500	\$15,000	\$23,000	\$43,000
Solaris/Linux/Unix System Review	\$8,500	\$11,500	\$15,000	\$23,000	\$43,000
Network Device Review	\$10,000	\$12,500	\$17,000	\$28,000	\$48,000
Virtual Host Server System Review	\$10,000	\$12,500	\$17,000	\$28,000	\$48,000
Firewall Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
Internal Router Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
External Router Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
Core Network Switch Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
Edge Network Switch Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
VPN Concentrator/Firewall Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
Cisco Secure ISE Review	\$10,000	\$12,000	\$15,000	\$18,000	\$21,000
VOIP Server Security Review	\$10,000	\$12,000	\$15,000	\$18,000	\$21,000
Database Security Review	\$8,500	\$11,500	\$15,000	\$23,000	\$43,000
Documentation Review	\$11,000	\$12,000	\$13,000	\$18,000	\$23,000
Log Review	\$10,000	\$12,000	\$15,000	\$23,000	\$38,000
Rule Set Review	\$9,000	\$11,000	\$13,000	\$17,000	\$23,000
Mainframe System Review	N/A	N/A	N/A	N/A	N/A
Network Sniffing	\$13,000	\$15,000	\$17,000	\$23,000	\$33,000
Network Discovery	\$13,000	\$15,000	\$17,000	\$23,000	\$33,000
Network Port and Service Identification	\$13,000	\$15,000	\$17,000	\$23,000	\$33,000
Network Architecture Assessment	\$11,000	\$13,000	\$16,000	\$23,000	\$33,000
Wireless Assessment	\$11,500	\$11,500	\$13,500	\$17,000	\$22,000
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below
If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.					
Fully-loaded Change Order Rate					
Associate	\$155				
Senior	\$200				
Manager	\$305				

Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Per Instance Cost - Onsite

Assessment	Setup Cost	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$3,500	\$20
Vulnerability Assessment (Scans) Per IP Address	\$3,500	\$20
Vulnerability Assessment (Scans) Per Application	\$3,500	\$1,000
Vulnerability Assessment (Scans) Per Web App	\$3,500	\$1,000
Vulnerability Assessment (Scans) Per Website	\$3,500	\$1,000