

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 | No-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation |
|-----------------------------------|---|--|---|--|--|
| Cloud or Offsite Hosting Provider | | | | | |
| Compliance Services | \$2,000 | \$2,500 | \$3,500 | \$5,000 | \$7,000+ |
| Security Consulting | \$210/Hour | \$210/Hour | \$210/Hour | \$210/Hour | \$210/Hour |

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| 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 | \$210/Hour |
| Remote Change Order Rate | \$210/Hour |

CATEGORY II, PENETRATION TESTING

| 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 | \$7,500 | \$14,000 | \$18,000 | \$40,000 | \$60,000+ |
| Social Engineering Penetration Testing | \$3,000 | \$4,000 | \$6,500 | \$14,000 | \$28000+ |
| Password Strength Assessments | \$1,500 | \$2,000 | \$3,000 | \$4,000 | \$5000+ |
| Advanced Penetration Testing | \$7,500 | \$14,000 | \$18,000 | \$40,000 | \$6000+ |
| Physical Security Assessment | \$1,500 | \$1,700 | \$2,200 | \$3,200 | \$4000+ |
| Project Management | Included in cost of services noted above | Included in cost of services noted above | Included in cost of services noted above | Included in cost of services noted above | Included in cost of services noted above |
| Security Consulting | \$210/hour | \$210/hour | \$210/hour | \$210/hour | \$210/hour |
| Internal Penetration Testing | \$3,000 | \$4,000 | \$6,500 | \$14,000 | \$28000+ |
| External Penetration Testing | \$3,000 | \$4,000 | \$6,500 | \$14,000 | \$28000+ |
| Other: (specify) | \$ | \$ | \$ | \$ | \$ |

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| 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 | \$210/hour |
| Remote Change Order Rate | \$210/hour |

Category II Per Instance Cost

| Assessment | Per Instance Cost |
|--|--------------------------|
| Application Penetration Testing (Per Application) | 5,000 |
| Application Manual Source Review (Per Application) | N/A |

CATEGORY III, SECURITY RISK ASSESSMENT

| 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 | N/A | N/A | N/A | N/A | N/A |
| Solaris/Linux/Unix System Review | N/A | N/A | N/A | N/A | N/A |
| Network Device Review | N/A | N/A | N/A | N/A | N/A |
| Virtual Host Server System Review | N/A | N/A | N/A | N/A | N/A |
| Firewall Review | \$1,200 | \$1,800 | \$3,000 | \$5,000 | \$8,000+ |
| Internal Router Review | \$1,200 | \$1,800 | \$3,000 | \$5,000 | \$8,000+ |
| External Router Review | \$1,200 | \$1,800 | \$3,000 | \$5,000 | \$8,000+ |
| Core Network Switch Review | N/A | N/A | N/A | N/A | N/A |
| Edge Network Switch Review | N/A | N/A | N/A | N/A | N/A |
| VPN Concentrator/Firewall Review | N/A | N/A | N/A | N/A | N/A |
| Cisco Secure ISE Review | N/A | N/A | N/A | N/A | N/A |
| VOIP Server Security Review | N/A | N/A | N/A | N/A | N/A |
| Database Security Review | N/A | N/A | N/A | N/A | N/A |
| Documentation Review | 2,000 | \$3,000 | 5,000 | \$7,500 | \$11,000+ |
| Log Review | N/A | N/A | N/A | N/A | N/A |
| Rule Set Review | \$1,200 | \$1,800 | \$3,000 | \$5,000 | \$8,000+ |
| Mainframe System Review | N/A | N/A | N/A | N/A | N/A |
| Network Sniffing | N/A | N/A | N/A | N/A | N/A |
| Network Discovery | \$1,000 | \$1,500 | \$3,000 | \$3,500 | \$5,000+ |
| Network Port and Service Identification | \$3,500 | 6,000 | 7,500 | 12,000 | 15,000+ |
| Network Architecture Assessment | N/A | N/A | N/A | N/A | N/A |
| Wireless Assessment | \$2,000 | \$2,000 | \$3,500 | \$5,000 | \$8,000+ |
| Security Consulting | \$210/Hour | \$210/Hour | \$210/Hour | \$210/Hour | \$210/Hour |

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|---|------------|
| 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 | \$210/Hour |
| Remote Change Order Rate | \$210/Hour |

Category III Per Instance Cost

| Assessment | Per Instance Cost |
|--|--------------------------|
| Vulnerability Assessment (Scans) Per device | \$1 |
| Vulnerability Assessment (Scans) Per IP Address | \$1 |
| Vulnerability Assessment (Scans) Per Application | 2,000 |
| Vulnerability Assessment (Scans) Per Web App | \$2,000 |
| Vulnerability Assessment (Scans)Per Website | \$2,000 |