

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	\$50,600.00	\$75,900.00	\$124,200.00	\$250,700.00	\$450,800.00
Security Consulting	\$460,000.00	\$862,500.00	\$1,380,000.00	\$2,012,500.00	\$8,050,000.00

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	\$230 / hr
Remote Change Order Rate	\$230 / hr

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	\$50,600.00	\$62,100.00	\$85,100.00	\$124,200.00	\$184,000.00
Social Engineering Penetration Testing	\$34,500.00	\$46,000.00	\$62,100.00	\$82,800.00	\$119,600.00
Password Strength Assessments	\$34,500.00	\$46,000.00	\$62,100.00	\$82,800.00	\$119,600.00
Advanced Penetration Testing	\$62,100.00	\$85,100.00	\$119,600.00	\$170,200.00	\$253,000.00
Physical Security Assessment	\$34,500.00	\$46,000.00	\$62,100.00	\$82,800.00	\$119,600.00
Project Management	\$13,600.00	\$18,600.00	\$26,000.00	\$37,000.00	\$55,000.00
Security Consulting	\$460,000.00	\$862,500.00	\$1,380,000.00	\$2,012,500.00	\$8,050,000.00
Other: (Specify)	N/A	N/A	N/A	N/A	N/A
Other: (specify)	N/A	N/A	N/A	N/A	N/A
Other: (specify)	N/A	N/A	N/A	N/A	N/A
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	\$230 / hr				
Remote Change Order Rate	\$230 / hr				

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$89,700
Application Manual Source Review (Per Application)	\$64,400

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	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Solaris/Linux/Unix System Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Network Device Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Virtual Host Server System Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Firewall Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Internal Router Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
External Router Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Core Network Switch Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Edge Network Switch Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
VPN Concentrator/Firewall Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Cisco Secure ISE Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
VOIP Server Security Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Database Security Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Documentation Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Log Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Rule Set Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Mainframe System Review	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Network Sniffing	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Network Discovery	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Network Port and Service Identification	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Network Architecture Assessment	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Wireless Assessment	\$36,800.00	\$73,600.00	\$119,600.00	\$165,600.00	\$257,600.00
Security Consulting	\$460,000.00	\$862,500.00	\$1,380,000.00	\$2,012,500.00	\$8,050,000.00
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	\$230 / hr				
Remote Change Order Rate	\$230 / hr				

Category III Per Instance Cost

Assessment	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$1,380
Vulnerability Assessment (Scans) Per IP Address	\$920
Vulnerability Assessment (Scans) Per Application	\$89,700
Vulnerability Assessment (Scans) Per Web App	\$89,700
Vulnerability Assessment (Scans) Per Website	\$89,700