

**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**

<b>Function/Expertise/Service</b>	<b>Not-to-exceed cost for an Extra Small Cloud/Offsite Hosting Implementation</b>	<b>Not-to-exceed cost for a Small Cloud/Offsite Hosting Implementation</b>	<b>Not-to-exceed cost for a Medium Cloud/Offsite Hosting Implementation</b>	<b>Not-to-exceed cost for a Large Cloud/Offsite Hosting Implementation</b>	<b>Not-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation</b>
Cloud or Offsite Hosting Provider Compliance Services	\$12,060.00	\$16,080.00	\$24,120.00	\$36,984.00	\$61,640.00
Security Consulting	\$9,648.00	\$12,328.00	\$16,080.00	\$18,760.00	\$32,160.00

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	\$149.00
Remote Change Order Rate	\$134.00

<u>Assumptions:</u>
The above hours are based upon the scope and clarification response provided in the RFP and the Q&A documents. If any of the scope and/or quantities of devices or location increases, then our effort will be increased appropriately.
GSG proposes a 2% annual escalation for the proposed hourly bill rates from the second year to provide the most competitive pricing for the entire contract duration.
For effective project scheduling, ITS management needs to provide access to all proprietary information, applications, and systems including third parties necessary to the success of this project and all ITS stakeholders should be available as needed to ensure the timeliness and success of this project.
Depending upon internal security testing requirement, either the ITS or GSG will provide the laptop to accomplish internal

security testing.
<u>Fully Remote Services are as below:</u> Cloud or Offsite Hosting Provider Compliance Services Security Consulting
<u>Note:</u> The GSG cyber team believes that the majority scope of work can be successfully accomplished fully or partially remotely utilizing virtual meetings/conferences. If, for any of the above services, an onsite trip is required then we would determine the specific need for onsite work and the corresponding accurate travel cost. We will charge for actual travel cost as per IRS / Federal Travel Regulation. For understanding purpose, 1 trip of 4 to 5 days per person travel costs around \$1750 including flight, lodging, meals, etc.
The ITS will provide access to all proprietary information, applications, and systems including third parties necessary for the success of this project.
Any vulnerabilities, sensitive information, or configuration data discovered during this engagement won't be shared with anybody but the designated ITS employees.
Some tasks may be accomplished in parallel depending upon the information, systems, and stakeholders' availability.
During this effort, GSG will not be responsible for negotiations with hardware, software, or other vendors, or any other contractual relationship between the ITS and third parties.
ITS management will ensure that appropriate personnel are available to meet with the GSG team, as necessary to ensure the success of this project.
GSG will not be accountable when delays result from ITS's inability to meet stated prerequisites prior to an engagement, nor when delays result from ITS personnel not being available to provide the required support for the success of this project.
The proposal will be valid for 90 days.

**CATEGORY II, PENETRATION TESTING**

<b>Function/Expertise/Service</b>	<b>Not-to-exceed cost for an Extra Small Organization</b>	<b>Not-to-exceed cost for a Small Organization</b>	<b>Not-to-exceed cost for a Medium Organization</b>	<b>Not-to-exceed cost for a Large Organization</b>	<b>Not-to-exceed cost for an Unlimited Organization</b>
Black Box Penetration Testing	\$5,360.00	\$12,864.00	\$16,080.00	\$32,160.00	\$64,320.00
Social Engineering Penetration Testing	\$4,020.00	\$6,432.00	\$13,400.00	\$16,080.00	\$32,160.00
Password Strength Assessments	\$4,824.00	\$4,824.00	\$6,700.00	\$10,720.00	\$19,296.00
Advanced Penetration Testing	\$6,432.00	\$9,648.00	\$16,080.00	\$32,160.00	\$64,320.00
Physical Security Assessment	\$4,020.00	\$5,360.00	\$9,380.00	\$13,400.00	\$32,160.00
Project Management	\$2,680.00	\$3,350.00	\$4,824.00	\$6,700.00	\$16,080.00
Security Consulting	\$6,432.00	\$9,648.00	\$16,080.00	\$20,100.00	\$32,160.00

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Fully-loaded Change Order Rate	\$149.00
Remote Change Order Rate	\$134.00

**Category II Per Instance Cost**

<b>Assessment</b>	<b>Per Instance Cost</b>
Application Penetration Testing (Per Application)	\$1,750.00
Application Manual Source Review (Per Application)	\$5,000.00

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GSG proposes a 2% annual escalation for the proposed hourly bill rates from the second year to provide the most competitive pricing for the entire contract duration.
For effective project scheduling, the ITS management needs to provide access to all proprietary information, applications, and systems including third parties necessary to the success of this project and all the ITS stakeholders should be available as needed to ensure the timeliness and success of this project.
Depending upon internal security testing requirement, either the ITS or GSG will provide the laptop to accomplish internal security testing.
Fully Remote Services are as below:

Black Box Penetration Testing Password Strength Assessments Advanced Penetration Testing Project Management
<u>Onsite Service:</u> Physical Security Assessment
<u>Onsite/Remote Services:</u> Social Engineering Penetration Testing Security Consulting
<u>Note:</u> The GSG cyber team believes that the majority scope of work can be successfully accomplished fully or partially remotely utilizing virtual meeting/conference(s). If, for any of the above services, an onsite trip is required then we would determine the specific need for onsite work and the corresponding accurate travel cost. We will charge for actual travel cost as per IRS / Federal Travel Regulation. For understanding purpose, 1 trip of 4 to 5 days per person travel costs around \$1750 including flight, lodging, meals, etc.
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The proposal will be valid for 90 days.

**CATEGORY III, SECURITY RISK ASSESSMENT**

<b>Function/Expertise/Service</b>	<b>Not-to-exceed cost for an Extra Small Organization</b>	<b>Not-to-exceed cost for a Small Organization</b>	<b>Not-to-exceed cost for a Medium Organization</b>	<b>Not-to-exceed cost for a Large Organization</b>	<b>Not-to-exceed cost for an Unlimited Organization</b>
Windows System Review	\$6,432.00	\$9,648.00	\$12,864.00	\$16,080.00	\$32,160.00
Solaris/Linux/Unix System Review	\$6,432.00	\$9,648.00	\$12,864.00	\$16,080.00	\$32,160.00
Network Device Review	\$6,432.00	\$9,648.00	\$12,864.00	\$16,080.00	\$32,160.00
Virtual Host Server System Review	\$4,824.00	\$9,648.00	\$12,864.00	\$16,080.00	\$32,160.00
Firewall Review	\$4,020.00	\$6,432.00	\$6,432.00	\$12,864.00	\$16,080.00
Internal Router Review	\$4,020.00	\$4,824.00	\$4,824.00	\$4,824.00	\$6,432.00
External Router Review	\$4,020.00	\$4,824.00	\$4,824.00	\$4,824.00	\$6,432.00
Core Network Switch Review	\$4,020.00	\$6,432.00	\$6,432.00	\$9,648.00	\$16,080.00
Edge Network Switch Review	\$4,020.00	\$3,216.00	\$3,216.00	\$3,216.00	\$6,432.00
VPN Concentrator/Firewall Review	\$4,020.00	\$6,432.00	\$6,432.00	\$12,864.00	\$16,080.00
Cisco Secure ISE Review	\$4,020.00	\$6,432.00	\$6,432.00	\$9,648.00	\$16,080.00
VOIP Server Security Review	\$4,020.00	\$6,432.00	\$6,432.00	\$6,432.00	\$12,864.00
Database Security Review	\$4,824.00	\$9,648.00	\$12,864.00	\$16,080.00	\$32,160.00
Documentation Review	\$6,432.00	\$6,432.00	\$9,648.00	\$9,648.00	\$16,080.00
Log Review	\$4,824.00	\$6,432.00	\$6,432.00	\$6,432.00	\$16,080.00
Rule Set Review	\$3,216.00	\$6,432.00	\$6,432.00	\$9,648.00	\$16,080.00
Mainframe System Review	\$6,432.00	\$6,432.00	\$12,864.00	\$16,080.00	\$32,160.00
Network Sniffing	\$6,432.00	\$6,432.00	\$12,864.00	\$16,080.00	\$32,160.00
Network Discovery	\$1,608.00	\$3,216.00	\$3,216.00	\$4,824.00	\$12,864.00
Network Port and Service Identification	\$1,608.00	\$3,216.00	\$3,216.00	\$4,824.00	\$12,864.00
Network Architecture Assessment	\$4,824.00	\$6,432.00	\$12,864.00	\$16,080.00	\$32,160.00
Wireless Assessment	\$4,824.00	\$6,432.00	\$6,432.00	\$6,432.00	\$12,864.00
Security Consulting	\$9,648.00	\$12,864.00	\$16,080.00	\$19,296.00	\$32,160.00
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Remote Change Order Rate	\$134.00				

**Category III Per Instance Cost**

<b>Assessment</b>	<b>Per Instance Cost</b>
<b>Vulnerability Assessment (Scans) Per device</b>	<b>\$5</b>
<b>Vulnerability Assessment (Scans) Per IP Address</b>	<b>\$5</b>
<b>Vulnerability Assessment (Scans) Per Application</b>	<b>\$1,900.00</b>
<b>Vulnerability Assessment (Scans) Per Web App</b>	<b>\$1,900.00</b>
<b>Vulnerability Assessment (Scans)Per Website</b>	<b>\$1,000.00</b>

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<p>Mainframe System Review                  Network Sniffing                  Network Discovery                  Network Port and Service Identification                  Network Architecture Assessment</p>
<p>Onsite Service:                  Wireless Assessment</p>
<p>Onsite/Remote Service:                  Security Consulting</p>
<p><u>Note:</u>                  The GSG cyber team believes that the of the majority scope of work can be successfully accomplished fully or partially remotely utilizing virtual meetings/conferences. If, for any of the above services, an onsite trip is required then we would determine the specific need for onsite work and the corresponding accurate travel cost. We will charge for actual travel cost as per IRS / Federal Travel Regulation. For understanding purpose, 1 trip of 4 to 5 days per person travel costs around \$1750 including flight, lodging, meals, etc.</p>
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