

**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>No-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation</b>
Cloud or Offsite Hosting Provider Compliance Services	\$11,074.57	\$16,611.86	\$66,447.43	\$168,234.04	\$1,345,872.31
Security Consulting	\$22,271.27	\$22,271.27	\$83,275.17	\$977,999.11	\$1,481,039.25

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	\$302.00
Remote Change Order Rate	\$210.00

**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	\$27,778.79	\$37,763.23	\$66,462.68	\$112,145.80	\$627,982.22
Social Engineering Penetration Testing	\$20,290.46	\$32,771.01	\$62,718.51	\$99,041.21	\$545,718.10
Password Strength Assessments	\$22,302.40	\$31,522.95	\$53,425.55	\$89,056.77	\$175,424.97
Advanced Penetration Testing	\$35,923.42	\$46,219.88	\$85,872.08	\$125,659.22	\$855,902.91
Physical Security Assessment	\$20,811.13	\$29,404.73	\$39,106.52	\$56,708.40	\$318,758.72
Project Management	\$17,778.21	\$17,778.21	\$22,619.79	\$33,961.37	\$48,486.11
Security Consulting	\$22,271.27	\$22,271.27	\$83,275.17	\$977,999.11	\$1,481,039.25

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	\$260.25
Remote Change Order Rate	\$167.89

**Category II Per Instance Cost**

<b>Assessment</b>	<b>Per Instance Cost</b>
Application Penetration Testing (Per Application)	\$46,219.88
Application Manual Source Review (Per Application)	\$5,459.24

**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	\$8,920.46	\$10,704.56	\$14,272.74	\$17,840.93	\$51,738.68
Solaris/Linux/Unix System Review	\$7,136.37	\$8,920.46	\$10,704.56	\$12,488.65	\$39,250.04
Network Device Review	\$5,352.28	\$7,136.37	\$8,920.46	\$10,704.56	\$32,113.67
Virtual Host Server System Review	\$3,568.19	\$3,568.19	\$3,568.19	\$3,568.19	\$14,272.74
Firewall Review	\$5,352.28	\$7,136.37	\$7,136.37	\$7,136.37	\$26,761.39
Internal Router Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
External Router Review	\$1,784.09	\$3,568.19	\$3,568.19	\$3,568.19	\$12,488.65
Core Network Switch Review	\$1,784.09	\$3,568.19	\$3,568.19	\$3,568.19	\$12,488.65
Edge Network Switch Review	\$1,784.09	\$3,568.19	\$3,568.19	\$3,568.19	\$12,488.65
VPN Concentrator/Firewall Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
Cisco Secure ISE Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
VOIP Server Security Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
Database Security Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
Documentation Review	\$46,021.01	\$87,180.65	\$115,862.77	\$144,220.78	\$393,285.21
Log Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
Rule Set Review	\$1,784.09	\$3,568.19	\$5,352.28	\$7,136.37	\$17,840.93
Mainframe System Review	\$3,568.19	\$5,352.28	\$7,136.37	\$8,920.46	\$24,977.30
Network Sniffing	\$16,353.82	\$29,802.69	\$50,734.06	\$85,528.98	\$257,561.08
Network Discovery	\$16,353.82	\$29,802.69	\$50,734.06	\$85,528.98	\$257,561.08
Network Port and Service Identification	\$16,353.82	\$29,802.69	\$50,734.06	\$85,528.98	\$257,561.08
Network Architecture Assessment	\$3,568.19	\$3,568.19	\$3,568.19	\$3,568.19	\$14,272.74
Wireless Assessment	\$16,977.84	\$28,067.55	\$37,769.35	\$50,379.01	\$340,942.20
Security Consulting	\$107,598.43	\$161,721.73	\$209,849.34	\$257,652.87	\$736,822.36

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	\$236.85
Remote Change Order Rate	\$144.48

**Category III Per Instance Cost**

<b>Assessment</b>	<b>Per Instance Cost</b>
Vulnerability Assessment (Scans) Per device	\$2,475.10
Vulnerability Assessment (Scans) Per IP Address	\$2,475.10
Vulnerability Assessment (Scans) Per Application	\$2,475.10
Vulnerability Assessment (Scans) Per Web App	\$2,475.10
Vulnerability Assessment (Scans)Per Website	\$2,475.10