

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	\$2,500.00	\$12,500.00	\$22,500.00	\$30,000.00	\$32,500.00
Security Consulting	\$1,500.00	\$4,225.00	\$9,425.00	\$16,900.00	\$20,000.00

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	\$225
Remote Change Order Rate	\$215

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	\$1,400.00	\$5,000.00	\$10,000.00	\$25,000.00	\$30,000.00
Social Engineering Penetration Testing	\$1,400.00	\$2,000.00	\$3,000.00	\$3,000.00	\$3,500.00
Password Strength Assessments	\$400.00	\$550.00	\$700.00	\$800.00	\$1,000.00
Advanced Penetration Testing	\$1,400.00	\$5,000.00	\$10,000.00	\$25,000.00	\$30,000.00
Physical Security Assessment	\$1,000.00	\$2,000.00	\$3,000.00	\$3,750.00	\$4,000.00
Project Management	\$1,200.00	\$1,800.00	\$2,100.00	\$2,500.00	\$3,000.00
Security Consulting	\$1,500.00	\$4,225.00	\$9,425.00	\$16,900.00	\$20,000.00
Automated Penetration Testing	\$200.00	\$300.00	\$1,000.00	\$2,500.00	\$3,500.00

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	\$175.00
Remote Change Order Rate	\$150

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$5,000.00
Application Manual Source Review (Per Application)	\$15,000.00

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	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Solaris/Linux/Unix System Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Network Device Review	\$7,500	\$30,000	\$150,000	\$600,000	\$900,000
Virtual Host Server System Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Firewall Review	\$20,000	\$80,000	\$400,000	\$1,600,000	\$900,000
Internal Router Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
External Router Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Core Network Switch Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Edge Network Switch Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
VPN Concentrator/Firewall Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Cisco Secure ISE Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
VOIP Server Security Review	\$10,000	\$40,000	\$200,000	\$800,000	\$900,000
Database Security Review	\$12,500	\$50,000	\$250,000	\$1,000,000	\$900,000
Documentation Review	\$1,000	\$1,000	\$5,000	\$9,000	\$10,000
Log Review	\$1,000	\$1,000	\$5,000	\$9,000	\$10,000
Rule Set Review	\$1,000	\$1,000	\$5,000	\$9,000	\$10,000
Mainframe System Review	\$7,000	\$7,000	\$7,000	\$10,000	\$20,000
Network Sniffing	\$1,000	\$1,000	\$5,000	\$9,000	\$10,000
Network Discovery	\$200	\$200	\$1,000	\$2,500	\$3,500
Network Port and Service Identification	\$200	\$200	\$1,000	\$2,500	\$3,500
Network Architecture Assessment	\$1,000	\$1,000	\$5,000	\$9,000	\$10,000
Wireless Assessment	\$12,500	\$50,000	\$250,000	\$1,000,000	\$900,000
Security Consulting	\$1,500	\$3,656.25	\$9,425	\$16,900	\$20,000

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	\$175
Remote Change Order Rate	\$150

Category III Table 2 Per Instance Cost

Assessment	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$20
Vulnerability Assessment (Scans) Per IP Address	\$20
Vulnerability Assessment (Scans) Per Application	\$100
Vulnerability Assessment (Scans) Per Web App	\$100
Vulnerability Assessment (Scans) Per Website	\$100

**Documentation Review:
Hourly Rate: \$175**

**Proposed addition to RFP: DF/IR
Hourly Rate: \$300**

**EDR as a Service:
\$30/device**