

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 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	\$7,400.00	\$9,250.00	\$14,800.00	\$22,200.00	\$75,000.00
Social Engineering Penetration Testing	\$2,960.00	\$4,400.00	\$5,920.00	\$7,400.00	\$75,000.00
Password Strength Assessments	\$2,960.00	\$4,400.00	\$5,920.00	\$7,400.00	\$75,000.00
Advanced Penetration Testing	\$14,800.00	\$22,200.00	\$29,600.00	\$37,000.00	\$75,000.00
Physical Security Assessment	\$4,440.00	\$ 5,920.00	\$7,400.00	\$10,360.00	\$75,000.00
Project Management	\$875.00	\$1,050.00	\$1,225.00	\$1,440.00	\$2,500.00
Security Consulting	\$	\$	\$	\$	\$TBD

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	\$225.00
Remote Change Order Rate	\$185.00

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$11,100.00
Application Manual Source Review (Per Application)	\$7,400.00