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	$1,140.00	$1,530.00	$2,500.00	$4,995.00	$7,500.00
Social Engineering Penetration Testing	$1,400.00	$2,100.00	$3,500.00	$5,600.00	$7,000.00
Password Strength Assessments	$1,400.00	$2,100.00	$2,800.00	$4,995.00	$7,500.00
Advanced Penetration Testing	$3,320.00	$4,410.00	$7,000.00	$11,900.00	$14,960.00
Physical Security Assessment	$1,050.00	$1,400.00	$3,500.00	$6,000.00	$8,750.00
Focused Gray-Box Testing	$1,450.00	$1,800.00	$2,400.00	$5,200.00	$6,700.00
Internal Penetration Testing	$3,000.00	$5,500.00	$8,000.00	$11,000.00	$20,000.00
Project Management	$175 Per Hour	$175 Per Hour	$175 Per Hour	$175 Per Hour	$175 Per Hour
Security Consulting	$175 Per Hour	$175 Per Hour	$175 Per Hour	$175 Per Hour	$175 Per Hour
Other: Quarterly External Penetration Testing - Annual Cost - Per Host	$100.00	$100.00	$100.00	$100.00	$100.00
Other: Quarterly External + Internal Penetration Testing - Annual Cost - Per Host	$100.00	$100.00	$100.00	$100.00	$100.00
Other: Internal Penetration Testing + Password Strength Assessment Bundle	$3,740.00	$6,460.00	$9,180.00	$13,595.75	$25,000.00

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	$175.00
Remote Change Order Rate	$175.00

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	$1,000.00
Application Manual Source Review (Per Application)	$

Function/Expertise/Service	Offered On-Site?	Offered Remote?
Black Box Penetration Testing		Y - External Testing
Social Engineering Penetration Testing	Y	Y
Password Strength Assessments	Y	Y
Advanced Penetration Testing	Y	Y
Physical Security Assessment	Y	
Focused Gray-Box Testing		Y - External Testing
Internal Penetration Testing	Y	
Project Management	Y	Y
Security Consulting	Y	Y
Other: Quarterly External Penetration Testing - Annual Cost - Per Host		Y - External Testing
Other: Quarterly External + Internal Penetration Testing - Annual Cost - Per Host	Y	Y
Other: Internal Penetration Testing + Password Strength Assessment Bundle	Y	

Pileum Corporation-ITS-43562-4350-Dec2024-Master Security Consulting Services Agreement

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	$500	$500	$500	$500	$500
Solaris/Linux/Unix System Review	$500	$500	$500	$500	$500
Network Device Review	$200	$200	$200	$200	$200
Virtual Host Server System Review	$750	$750	$750	$750	$750
Firewall Review	$1,000	$1,000	$1,500	$2,000	$2,500
Internal Router Review	$200	$200	$200	$200	$200
External Router Review	$200	$200	$200	$200	$200
Core Network Switch Review	$300	$300	$300	$300	$300
Edge Network Switch Review	$200	$200	$200	$200	$200
VPN Concentrator/Firewall Review; VPN Termination Device Review	$1,500	$1,500	$1,500	$1,500	$1,500
Cisco Secure ISE Review	n/a	n/a	n/a	n/a	n/a
VOIP Server Security Review	$1,500	$1,500	$1,500	$1,500	$1,500
Database Security Review	$3,000	$3,000	$3,000	$3,000	$3,000
Documentation Review	$780	$1,560	$2,340	$3,120	$4,680
Log Review	$1,400	$1,400	$2,800	$5,600	$11,200.00
Rule Set Review	$500	$500	$750	$1,000	$2,000
Mainframe System Review	n/a	n/a	n/a	n/a	n/a
Network Sniffing	$700	$1,400	$2,800	$5,600	$11,200
Network Discovery	$700	$1,400	$2,800	$5,600	$11,200
Network Port and Service Identification	$700	$1,400	$2,800	$5,600	$11,200
Network Architecture Assessment	$2,000	$3,000	$4,000	$6,000	$8,500
Wireless Assessment	$1,500	$2,000	$4,000	$6,000	$10,000
Security Consulting	$175	$175	$175	$175	$175

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	$175

Category III Per Instance Cost

Assessment	Per Instance Cost
Vulnerability Assessment (Scans) Per device	$25.00
Vulnerability Assessment (Scans) Per IP Address	$15.00
Vulnerability Assessment (Scans) Per Application	$25.00
Vulnerability Assessment (Scans) Per Web App	$25.00
Vulnerability Assessment (Scans)Per Website	$25.00
Vulnerability Assessment (Scans) Per device w/ Risk Analysis on Findings	$75.00
Vulnerability Assessment (Scans) Per IP Address w/ Risk Analysis on Findings	$75.00
Vulnerability Assessment (Scans) Per Application w/ Risk Analysis on Findings	$75.00
Vulnerability Assessment (Scans) Per Web App w/ Risk Analysis on Findings	$75.00
Vulnerability Assessment (Scans)Per Website w/ Risk Analysis on Findings	$75.00

Hourly rate and/or a per document rate for the documentation review charges for future projects	$195/Hour
Database Specific Vulnerability Scanning Tool - Per Database Instance Cost	$1,000

Function/Expertise/Service	Offered On-Site?	Offered Remote?
Windows System Review	Y	Y
Solaris/Linux/Unix System Review	Y	Y
Network Device Review	Y	Y
Virtual Host Server System Review	Y	Y
Firewall Review	Y	Y
Internal Router Review	Y	Y
External Router Review	Y	Y
Core Network Switch Review	Y	Y
Edge Network Switch Review	Y	Y

Pileum Corporation-ITS-43562-4350-Dec2024-Master Security Consulting Services Agreement

VPN Concentrator/Firewall Review; VPN Termination Device Review	Y	Y
VOIP Server Security Review	Y	Y
Database Security Review	Y	Y
Documentation Review	Y	Y
Log Review	Y	Y
Rule Set Review	Y	Y
Network Sniffing	Y	Y
Network Discovery	Y	Y
Network Port and Service Identification	Y	Y
Network Architecture Assessment	Y	Y
Wireless Assessment	Y	Y
Security Consulting	Y	Y
Vulnerability Assessment (Scans) Per device	Y	Y
Vulnerability Assessment (Scans) Per IP Address	Y	Y
Vulnerability Assessment (Scans) Per Application	Y	Y
Vulnerability Assessment (Scans) Per Web App	Y	Y
Vulnerability Assessment (Scans)Per Website	Y	Y
Vulnerability Assessment (Scans) Per device w/ Risk Analysis on Findings	Y	Y
Vulnerability Assessment (Scans) Per IP Address w/ Risk Analysis on Findings	Y	Y
Vulnerability Assessment (Scans) Per Application w/ Risk Analysis on Findings	Y	Y
Vulnerability Assessment (Scans) Per Web App w/ Risk Analysis on Findings	Y	Y
Vulnerability Assessment (Scans)Per Website w/ Risk Analysis on Findings	Y	Y

Note: Based on the scope, some activities may require a combination of on-site and remote work.
Note: External Vulnerability Scans are conducted remotely.