

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	\$12,500.00	\$20,000.00	\$30,000.00	\$60,000.00	\$135/hour
Social Engineering Penetration Testing	\$5,000.00	\$10,000.00	\$15,000.00	\$30,000.00	\$135/hour
Password Strength Assessments	\$2,500.00	\$5,000.00	\$7,500.00	\$15,000.00	\$135/hour
Advanced Penetration Testing	\$12,500.00	\$20,000.00	\$30,000.00	\$60,000.00	\$135/hour
Physical Security Assessment	\$5,000.00	\$12,500.00	\$20,000.00	\$40,000.00	\$135/hour
Project Management	\$7,250	\$12,250	\$18,500	\$28,500	\$135/hour
Security Consulting Remote	\$175/hour	\$165/hour	\$155/hour	\$145/hour	\$135/hour
Security Consulting Onsite – minimum 1 week duration	\$255/hour	\$245/hour	\$235/hour	\$225/hour	\$210/hour
Team Member On-Site (person-week)	\$3,200	\$3,200	\$3,200	\$3,200	\$3,200

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	\$285
Remote Change Order Rate	\$205

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$8,000
Application Manual Source Review (Per Application)	\$2,000