

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	\$19,200.00	\$25,600.00	\$38,400.00	\$76,800.00	\$128,000.00
Social Engineering Penetration Testing	\$19,200.00	\$32,000.00	\$64,000.00	\$96,000.00	\$128,000.00
Password Strength Assessments	N/A	N/A	N/A	N/A	N/A
Advanced Penetration Testing	\$48,000.00	\$96,000.00	\$192,000.00	\$400,000.00	\$800,000.00
Physical Security Assessment	N/A	N/A	N/A	N/A	N/A
Project Management	\$4,800.00	\$6,400.00	\$9,600.00	\$19,200.00	\$32,000.00
Security Consulting	N/A	N/A	N/A	N/A	N/A
Gray Box Penetration Testing	\$19,200.00	\$ 25,600.00	\$120,000.00	\$240,000.00	\$400,000.00
Internal Testing	\$32,000.00	\$48,000.00	\$96,000.00	\$192,000.00	\$320,000.00
Advanced Penetration Testing					

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	\$400 per hour
Remote Change Order Rate	\$320 per hour

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	N/A
Application Manual Source Review (Per Application)	N/A