

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	\$5,000	\$18,000	\$23,000	\$38,000
Security Consulting - Hourly Rate	\$165	\$165	\$165	\$165	\$165

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	\$185

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	\$1,500	\$3,000	\$4,500	\$6,000	\$7,500
Social Engineering Penetration Testing	\$1,000	\$1,000	\$2,000	\$3,000	\$5,000
Password Strength Assessments	\$500	\$1,500	\$2,500	\$3,500	\$4,500
Advanced Penetration Testing	1500	\$4,500	\$6,000	\$9,000	\$12,000
Physical Security Assessment	1500	\$4,500	\$6,000	\$9,000	\$12,000
Project Management	1500	\$4,500	\$6,000	\$9,000	\$12,000
Security Consulting	\$165	\$165	\$165	\$165	\$165

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
Remote Change Order Rate	\$185

Category II Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$800
Application Manual Source Review (Per Application)	\$800

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	\$250	\$500	\$1,800	\$2,300	\$3,800
Solaris/Linux/Unix System Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Network Device Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Virtual Host Server System Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Firewall Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Internal Router Review	\$250	\$500	\$1,800	\$2,300	\$3,800
External Router Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Core Network Switch Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Edge Network Switch Review	\$250	\$500	\$1,800	\$2,300	\$3,800
VPN Concentrator/Firewall Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Cisco Secure ISE Review	\$250	\$500	\$1,800	\$2,300	\$3,800
VOIP Server Security Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Database Security Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Documentation Review	\$1,500	\$4,500	\$7,500	\$11,500	\$13,500
Log Review	\$1,500	\$4,500	\$7,500	\$11,500	\$13,500
Rule Set Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Mainframe System Review	\$250	\$500	\$1,800	\$2,300	\$3,800
Network Sniffing	\$250	\$500	\$1,800	\$2,300	\$3,800
Network Discovery	\$250	\$500	\$1,800	\$2,300	\$3,800
Network Port and Service Identification	\$250	\$500	\$1,800	\$2,300	\$3,800
Network Architecture Assessment	\$1,500	\$4,500	\$7,500	\$11,500	\$13,500
Wireless Assessment	\$250	\$500	\$1,800	\$2,300	\$3,800
Security Consulting	\$165	\$165	\$165	\$165	\$165

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
Remote Change Order Rate	\$185

Category III Per Instance Cost

Assessment	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$200
Vulnerability Assessment (Scans) Per IP Address	200
Vulnerability Assessment (Scans) Per Application	\$200
Vulnerability Assessment (Scans) Per Web App	\$200
Vulnerability Assessment (Scans)Per Website	\$200