

CLIFTON LARSON ALLEN, LLP

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 1,500 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 - Onsite Services	\$25,000.00	\$29,000.00	\$36,000.00	\$55,000.00	\$65,000.00
Cloud or Offsite Hosting Provider Compliance Services - Remote Services	\$22,000.00	\$26,000.00	\$32,000.00	\$50,000.00	\$60,000.00
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.

<u>Fully-loaded On-site Change Order</u>	
Controls Associate	\$155
Controls Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
<u>Remote Change Order Rate</u>	
Controls Associate	\$155
Controls Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

***Cloud/Offsite Hosting Implementation Size Definitions:**

Extra Small Cloud/Offsite Hosting Implementation – Less than 25 devices and less than 75 IP addresses

Small Cloud/Offsite Hosting Implementation – Between 25 and 100 devices and between 75 and 300 IP addresses

Medium Cloud/Offsite Hosting Implementation – Between 100 and 500 devices and between 300 and 1,500 IP addresses

Large Cloud/Offsite Hosting Implementation – Between 500 and 2,000 devices and between 1,500 and 6,000 IP addresses

Unlimited – Unlimited devices and IP addresses

Cloud Controls Matrix Domains\Framework from the Cloud Security Alliance organization

Audit & Assurance - A&A

Application & Interface Security - AIS

Business Continuity Management and Operational Resilience - BCR

Change Control and Configuration Management - CCC

Cryptography, Encryption & Key Management - CEK

Datacenter Security - DCS

Data Security and Privacy Lifecycle Management - DSP

Governance, Risk and Compliance - GRC

Human Resources - HRS

Identity & Access Management - IAM

Interoperability & Portability - IPY

Infrastructure & Virtualization Security - IVS

Logging and Monitoring - LOG

Security Incident Management, E-Discovery, & Cloud Forensics - SEF

Supply Chain Management, Transparency, and Accountability - STA

Threat & Vulnerability Management - TVM

Universal Endpoint Management - UEM

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CATEGORY II, PENETRATION TESTING

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
Black Box Penetration Testing	\$7,000.00	\$9,600.00	\$13,500.00	\$20,000.00	\$30,000.00
Social Engineering Penetration Testing	\$4,000.00	\$5,000.00	\$8,000.00	\$10,600.00	\$15,000.00
Password Strength Assessments	\$4,500.00	\$4,500.00	\$5,500.00	\$6,500.00	\$8,500.00
Advanced Penetration Testing	\$15,000.00	\$18,000.00	\$25,000.00	\$35,000.00	\$45,000.00
Physical Security Assessment	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only	N/A - Onsite Only
Project Management	\$800.00	\$1,000.00	\$1,500.00	\$2,500.00	\$4,500.00
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below
External Penetration Testing	\$5,000.00	\$6,000.00	\$9,000.00	\$15,000.00	\$24,000.00
Internal Penetration Testing	\$7,500.00	\$8,500.00	\$12,000.00	\$20,000.00	\$30,000.00

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.

Fully-loaded On-site Change Order	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Prinicpal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Prinicpal	\$400

Category II: Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$12,000
Application Manual Source Review (Per Application)	\$22,000

PENETRATION TESTING - ONSITE

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	Not-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation
Black Box Penetration Testing	\$10,000.00	\$12,600.00	\$16,500.00	\$23,000.00	\$33,000.00
Social Engineering Penetration Testing	\$7,000.00	\$8,000.00	\$11,000.00	\$13,600.00	\$18,000.00
Password Strength Assessments	\$7,500.00	\$7,500.00	\$8,500.00	\$9,500.00	\$11,500.00
Advanced Penetration Testing	\$18,000.00	\$21,000.00	\$28,000.00	\$38,000.00	\$48,000.00
Physical Security Assessment	\$12,000.00	\$14,000.00	\$16,000.00	\$20,000.00	\$25,000.00
Project Management	\$3,800.00	\$4,000.00	\$4,500.00	\$5,500.00	\$4,500.00
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below
External Penetration Testing	\$8,000.00	\$9,000.00	\$12,000.00	\$18,000.00	\$27,000.00
Internal Penetration Testing	\$10,500.00	\$11,500.00	\$15,000.00	\$23,000.00	\$33,000.00

If Change Order Rate varies depending on the level of support, Vendor should specify the Change Order Rate according to position.

Fully-loaded On-site Change Order	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Prinicpal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Prinicpal	\$400

Category II: Per Instance Cost

Assessment	Per Instance Cost
Application Penetration Testing (Per Application)	\$15,000
Application Manual Source Review (Per Application)	\$25,000

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CATEGORY III, SECURITY RISK ASSESSMENT - REMOTE

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	Not-to-exceed cost for an Unlimited Cloud/Offsite Hosting Implementation
Windows System Review	\$5,500.00	\$8,500.00	\$12,000.00	\$20,000.00	\$40,000.00
Solaris/Linux/Unix System Review	\$5,500.00	\$8,500.00	\$12,000.00	\$20,000.00	\$40,000.00
Network Device Review	\$7,000.00	\$9,500.00	\$14,000.00	\$25,000.00	\$45,000.00
Virtual Host Server System Review	\$7,000.00	\$9,500.00	\$14,000.00	\$25,000.00	\$45,000.00
Firewall Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
Internal Router Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
External Router Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
Core Network Switch Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
Edge Network Switch Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
VPN Concentrator/Firewall Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
Cisco Secure ISE Review	\$7,000.00	\$9,000.00	\$12,000.00	\$15,000.00	\$18,000.00
VOIP Server Security Review	\$7,000.00	\$9,000.00	\$12,000.00	\$15,000.00	\$18,000.00
Database Security Review	\$5,500.00	\$8,500.00	\$12,000.00	\$20,000.00	\$40,000.00
Documentation Review	\$8,000.00	\$9,000.00	\$10,000.00	\$15,000.00	\$20,000.00
Log Review	\$7,000.00	\$9,000.00	\$12,000.00	\$20,000.00	\$35,000.00
Rule Set Review	\$6,000.00	\$8,000.00	\$10,000.00	\$14,000.00	\$20,000.00
Mainframe System Review	N/A	N/A	N/A	N/A	N/A
Network Sniffing	\$10,000.00	\$12,000.00	\$14,000.00	\$20,000.00	\$30,000.00
Network Discovery	\$10,000.00	\$12,000.00	\$14,000.00	\$20,000.00	\$30,000.00
Network Port and Service Identification	\$10,000.00	\$12,000.00	\$14,000.00	\$20,000.00	\$30,000.00
Network Architecture Assessment	\$8,000.00	\$10,000.00	\$13,000.00	\$20,000.00	\$30,000.00
Wireless Assessment	\$8,500.00	\$8,500.00	\$10,500.00	\$14,000.00	\$19,000.00
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below

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	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Category III - Per Instance Cost - Remote

Assessment	Setup Cost	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$1,000	\$20
Vulnerability Assessment (Scans) Per IP Address	\$1,000	\$20
Vulnerability Assessment (Scans) Per Application	\$1,000	\$1,000
Vulnerability Assessment (Scans) Per Web App	\$1,000	\$1,000
Vulnerability Assessment (Scans) Per Website	\$1,000	\$1,000

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CATEGORY III, SECURITY RISK ASSESSMENT - ONSITE

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
Windows System Review	\$8,500.00	\$11,500.00	\$15,000.00	\$23,000.00	\$43,000.00
Solaris/Linux/Unix System Review	\$8,500.00	\$11,500.00	\$15,000.00	\$23,000.00	\$43,000.00
Network Device Review	\$10,000.00	\$12,500.00	\$17,000.00	\$28,000.00	\$48,000.00
Virtual Host Server System Review	\$10,000.00	\$12,500.00	\$17,000.00	\$28,000.00	\$48,000.00
Firewall Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
Internal Router Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
External Router Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
Core Network Switch Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
Edge Network Switch Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
VPN Concentrator/Firewall Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
Cisco Secure ISE Review	\$10,000.00	\$12,000.00	\$15,000.00	\$18,000.00	\$21,000.00
VOIP Server Security Review	\$10,000.00	\$12,000.00	\$15,000.00	\$18,000.00	\$21,000.00
Database Security Review	\$8,500.00	\$11,500.00	\$15,000.00	\$23,000.00	\$43,000.00
Documentation Review	\$11,000.00	\$12,000.00	\$13,000.00	\$18,000.00	\$23,000.00
Log Review	\$10,000.00	\$12,000.00	\$15,000.00	\$23,000.00	\$38,000.00
Rule Set Review	\$9,000.00	\$11,000.00	\$13,000.00	\$17,000.00	\$23,000.00
Mainframe System Review	N/A	N/A	N/A	N/A	N/A
Network Sniffing	\$13,000.00	\$15,000.00	\$17,000.00	\$23,000.00	\$33,000.00
Network Discovery	\$13,000.00	\$15,000.00	\$17,000.00	\$23,000.00	\$33,000.00
Network Port and Service Identification	\$13,000.00	\$15,000.00	\$17,000.00	\$23,000.00	\$33,000.00
Network Architecture Assessment	\$11,000.00	\$13,000.00	\$16,000.00	\$23,000.00	\$33,000.00
Wireless Assessment	\$11,500.00	\$11,500.00	\$13,500.00	\$17,000.00	\$22,000.00
Security Consulting	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below	Based on Hourly rates below

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	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400
Remote Change Order Rate	
Associate	\$155
Senior	\$200
Manager	\$305
Director	\$330
Principal	\$400

Category III - Per Instance Cost - Onsite

Assessment	Setup Cost	Per Instance Cost
Vulnerability Assessment (Scans) Per device	\$3,500	\$20
Vulnerability Assessment (Scans) Per IP Address	\$3,500	\$20
Vulnerability Assessment (Scans) Per Application	\$3,500	\$1,000
Vulnerability Assessment (Scans) Per Web App	\$3,500	\$1,000
Vulnerability Assessment (Scans) Per Website	\$3,500	\$1,000