

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 | \$200,000 | \$250,000 | \$300,000 | \$350,000 | \$700,000 |
| Security Consulting | \$50,000 | \$75,000 | \$100,000 | \$150,000 | \$500,000 |
| Other: any on-site document review/10K per person per week | \$20,000 | \$30,000 | \$40,000 | \$50,000 | \$100,000 |

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 | \$550/hr |
| Remote Change Order Rate | \$350/hr |

CATEGORY II, PENETRATION TESTING

| Maximum IP's | 75 | 300 | 1500 | 6000 | 12000 |
|--|--|---|--|---|--|
| 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 | \$10,625.00 | \$16,250.00 | \$46,250.00 | \$158,750.00 | \$308,750.00 |
| Social Engineering Penetration Testing | \$4,450.00 | \$5,800.00 | \$13,000.00 | \$40,000.00 | \$76,000.00 |
| Password Strength Assessments | \$9,275.00 | \$17,150.00 | \$59,150.00 | \$216,650.00 | \$426,650.00 |
| Advanced Penetration Testing | \$12,500.00 | \$20,000.00 | \$60,000.00 | \$210,000.00 | \$410,000.00 |
| Physical Security Assessment | \$3,375.00 | \$4,500.00 | \$10,500.00 | \$33,000.00 | \$63,000.00 |
| Project Management | \$3,541.67 | \$5,416.67 | \$15,416.67 | \$52,916.67 | \$102,916.67 |
| Security Consulting | \$1,875.00 | \$7,500.00 | \$37,500.00 | \$150,000.00 | \$300,000.00 |
| Internal Testing | \$10,625.00 | \$16,250.00 | \$46,250.00 | \$158,750.00 | \$308,750.00 |

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

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|--------------------------------|------------|
| Fully-loaded Change Order Rate | \$ 290/hr. |
| Remote Change Order Rate | \$ 250/hr. |

Category II Per Instance Cost

| Assessment | Per Instance Cost |
|--|-------------------|
| Application Penetration Testing (Per Application) | \$15,000.00 |
| Application Manual Source Review (Per Application) | \$18,000.00 |

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 | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Solaris/Linux/Unix System Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Network Device Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Virtual Host Server System Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Firewall Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Internal Router Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| External Router Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Core Network Switch Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Edge Network Switch Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| VPN Concentrator/Firewall Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Cisco Secure ISE Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| VOIP Server Security Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Database Security Review | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Documentation Review | \$50,000 | \$83,000 | \$150,000 | \$217,000 | \$290,000 |
| Log Review | \$50,000 | \$83,000 | \$150,000 | \$217,000 | \$290,000 |
| Rule Set Review | \$50,000 | \$83,000 | \$150,000 | \$217,000 | \$290,000 |
| Mainframe System Review | \$50,000 | \$83,000 | \$150,000 | \$217,000 | \$290,000 |
| Network Sniffing | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Network Discovery | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Network Port and Service Identification | \$51,350 | \$88,400 | \$177,000 | \$325,000 | \$470,000 |
| Network Architecture Assessment | \$50,000 | \$83,000 | \$150,000 | \$217,000 | \$290,000 |
| Wireless Assessment | \$55,000 | \$88,000 | \$155,000 | \$222,000 | \$295,000 |
| Security Consulting | \$55,000 | \$88,000 | \$155,000 | \$222,000 | \$295,000 |

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 | \$350/hr |
| Remote Change Order Rate | \$250/hr |

Category III Per Instance Cost

| Assessment | Per Instance Cost |
|--|-------------------|
| Vulnerability Assessment (Scans) Per device | \$6 |
| Vulnerability Assessment (Scans) Per IP Address | \$18 |
| Vulnerability Assessment (Scans) Per Application | \$1,000 |
| Vulnerability Assessment (Scans) Per Web App | \$1,000 |
| Vulnerability Assessment (Scans)Per Website | \$1,000 |