

DIR Managed IT Security Services

A. External controlled penetration testing	Pricing Criteria			
i. Scanning	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Scanning of all 65,535 available ports on external network and report on findings. Report will have suggestions for corrective measures and security risks. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses, large up to 1024 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
ii. Penetration testing	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a computer system or network by simulating an attack by a malicious user. The process involves an active analysis of the system for any potential vulnerabilities that may result from poor or improper system configuration, known and/or unknown hardware or software flaws, or operational weaknesses in process or technical countermeasures. This analysis is carried out from the position of a potential attacker, and can involve active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system owner together with recommendations for remediation.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
vi. Applications Assessment	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a applications. The process involves an active analysis of the application for any potential vulnerabilities that may result from poor or improper configuration. This analysis is carried out from the position of a potential attacker, and can involve active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system management team together with an assessment of their impact. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses, large up to 1024 IP addresses. Project based on SOW.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
1.b Cyber Attack Countermeasures	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
A comprehensive all inclusive service to prevent unauthorized transfer or data loss of sensitive information. Includes all hardware, software, installation, configuration, and on site review to maintain an effective Cyber Attack countermeasure by preventing data loss in the instance of a successful intrusion. Service will identify unauthorized transfers of intellectual property like customer lists, source code, design documents and other confidential data leaking out of th	MSRP/ List price	\$84,500 (1 10MB Sensor plus management console)	\$136,000 (1 100MB Sensor plus management console)	\$236,000 (1 1GB Sensor plus management console)
	DIR Contract Price	\$73,602.00	\$118,320.00	\$205,320.00
2.a Configuration Management of Monitored Devices: Security Hardware	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Training for FortiGate Multi-Threat Security Systems Administration, Content Inspection and Basic VPN Access with Fortgate UTM devices. Course 201 Course Overview FortiGate Multi-Threat Security Systems I is a 2-day instructor-led training course that provides a comprehensive foundation of configuration and troubleshooting knowledge which prepares you for the day-to-day management of FortiGate Unified Threat Management appliances. Through extensive hands-on labs, students work through a real-world configuration example that employs the most common features	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
FortiGate Multi-Threat Security Systems II Secured Network Deployment and Virtual Private Networks	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00

Course 301 Course Overview The FortiGate Multi-Threat Security Systems II course provides 2 days of instructor-led training where participants will gain a comprehensive understanding of many of the advanced networking and security features of FortiGate UTM security appliances. Extensive hands-on labs allow students to perform the tasks associated with the configuration and troubleshooting of virtual domains, high availability, IPS, Routing and IPSec VPNs. This implementations-based course demonstrates features that can	DIR Contract Price			
		\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
2.a Configuration Management of Monitored Devices: Security Hardware	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Training for FortiGate Multi-Threat Security Systems Administration, Content Inspection and Basic VPN Access with Fortgate UTM devices.	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
Course 201	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
Training for FortiGate Multi-Threat Security Systems II Secured Network Deployment and Virtual Private Networks	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
Course 301 Course Overview The FortiGate Multi-Threat Security Systems II course provides 2 days of instructor-led training where participants will gain a comprehensive understanding of many of the advanced networking and security features of FortiGate UTM security appliances. Extensive hands-on labs allow students to perform the tasks associated with the configuration and troubleshooting of virtual domains, high availability, IPS, Routing and IPSec VPNs. This implementations-based course demonstrates features that can be easily adapted for planning your own network security deployment using FortiGate Unified Threat Management appliances. This is classroom training for system administrators which will be held at various locations around the state. Users must contact Government Technology Solutions for a current schedule. Price is per person attending.	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
xii. Antivirus, email and anti-spam	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Trend Micro Jumpstart On-Site Training Service: This is a live, instructor-led training for up to 10 students delivered at the customer's site. The class is generally 6-8 hours long and the price is for 1 Trend Micro product and the equipment and courseware material will be available to the student at the time of the class. Travel and expenses are included in the price.	MSRP/ List price	\$3,240.00	\$3,240.00	\$3,240.00
	DIR Contract Price	\$ 3,142.80	\$ 3,142.80	\$ 3,142.80
IT Security Services		Pricing		
A. Security Governance and Advisory Services				
B. Network infrastructure discovery, mapping and inventory services				
i. Connection and configuration	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Design, configure, and deploy high available redundant network infrastructure for internal LAN and WAN. Work is on an hourly basis and requires SOW	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
ii. Scanning	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Scanning of all 65,535 available ports on internal network and report on findings. Report will have suggestions for corrective measures and security risks. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses, large up to 1024 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
iii. Topology mapping	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Provide topological views of physical network that will allow administrators to understand how their network is connected and where potential HA and security risks occur. Small sites are up to 256 IP addresses and medium sites are up to 1024 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00

iv. Network utilization and change detection	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Determine network bottlenecks from over utilized segments or improper configuration. Create a report on findings and suggest corrective measures. Work is on an hourly basis and requires SOW.	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
C. Infrastructure Services				
i. Firewall and VPN policy and architecture review	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Professional Services consultants will review the configuration of essential Firewall/VPN components. Components can include Firewalls and VPN concentrators and Routers containing Firewall policies. This is designed as a "checks and balances" system for	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
ii. IDS/IPS policy and architecture review	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Professional Services consultants will review the configuration of essential ISB/IPS components. This is designed as a "checks and balances" system for security devices and makes sure customers get the full benefit of security devices. Work is on an hourly basis	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
iv. Network architecture review	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Review network architecture and configuration for all LAN/WAN networking devices. Devices can include layer2 and layer3 switches as well as routers. Work is on an hourly basis and requires SOW.	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
vii. High availability architecture review and development	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Assess network infrastructure and determine amount of redundancy and high availability designed in the system as well as develop a plan for proper HA configuration. Work is on an hourly basis and requires SOW.	MSRP/ List price	\$250 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$205.00 / hr	\$205.00 / hr	\$233.70 / hr
D. Risk and Vulnerability Assessment Services				
i. Perimeter vulnerability scans	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Scanning of all 65,535 available ports on external network and report on findings. Report will have suggestions for corrective measures and security risks. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses, large up to 1024 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
ii. Perimeter penetration scans	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a computer system or network by simulating an attack by a malicious user. The process involves an active analysis of the system for any potential vulnerabilities that may result from poor or improper system configuration, known and/or unknown hardware or software flaws, or operational weaknesses in process or technical countermeasures. This analysis is carried out from the position of a potential attacker, and can involve active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system owner together with an assessment of their impact. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
iii. Internal network vulnerability assessments	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a computer system or network by simulating an attack by a malicious user. The process involves an active analysis of the system for any potential vulnerabilities that may result from poor or improper system configuration, known and/or unknown hardware or software flaws, or operational weaknesses in process or technical countermeasures. This analysis is carried out from inside and involves active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system owner together with an assessment of their impact. Small sites are up to 256 IP addresses, medium sites are up to 512 IP addresses.	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
iv. Network risk assessments	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
A comprehensive two week network assessment to understand what identity information is leaving the network, including customer, employee, business partner, taxpayer, student or other identity information. Identify unauthorized transfers of	MSRP/ List price	\$17,995.00	\$17,995.00	\$17,995.00

4/17/2008

taxpayer, student or other identity information. Identify unauthorized transfers of intellectual property like customer lists, source code, design documents and other confidential data leaking out of the network. A full report summarizing alerts and findings will be provided to the client at the end of the assessment period quantifying the security violations around PII, HIPAA, PCI, GLBA, FERPA and internal security policies. Includes Fidelis Security XPS Sensor on site to capture and report, installation, training, and result review.	DIR Contract Price	\$ 15,655.65	\$ 15,655.65	\$ 15,655.65
v. Host vulnerability assessments	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a computer system or network by simulating an attack by a malicious user. The process involves an active analysis of the system for any potential vulnerabilities that may result from poor or improper system configuration, known and/or unknown hardware or software flaws, or operational weaknesses in process or technical countermeasures. This analysis is carried out from inside and involves active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system owner together with an assessment of their impact. Small sites are up to 256 IP addresses, medium sites are up to 512 IP	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
viii. Applications penetration testing	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Evaluate the security of a computer system or network by simulating an attack by a malicious user. The process involves an active analysis of the system for any potential vulnerabilities that may result from poor or improper system configuration, known and/or unknown hardware or software flaws, or operational weaknesses in process or technical countermeasures. This analysis is carried out from inside and involves active exploitation of security vulnerabilities. Any security issues that are found will be presented to the system owner together with an assessment of their impact. Small sites are up to 256 IP addresses, medium sites are up to 512 IP	MSRP/ List price	\$ 5,499.00	\$ 11,200.00	\$ 15,000.00
	DIR Contract Price	\$ 4,509.18	\$ 9,184.00	\$ 12,300.00
xii. Data security assessment	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
This service will involve creating an FISMA/NIST 800-30 compliant risk assessment covering all aspects of data security. The process begins with an inventory of safeguards keyed to the recommended minimum safeguards listing of NIST 800-53. This is combined with data from personnel records and Intrusion Prevention System logs. The combined dataset is used to calculate values for a set of standard risks, rated from 1 (low) to 100 (high). The risk reports are delivered in both tabular and graphical form. Recommendations for risk based prioritization of improvements are included in the report. This approach meets the FISMA risk-based recommendations of NIST 800-39. Includes ACR software, configuration, installation, updates, and 4 hours per month of on site review of all findings and updating system configuration as necessary. Price is for one year of monitoring and reporting.	MSRP/ List price	\$14,000	\$18,000	\$20,000
	DIR Contract Price	\$ 11,480.00	\$ 14,760.00	\$ 16,400.00
i. Security product deployment & configuration services	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Deployment of security products ranging from VPN concentrators, firewalls, IDS, IPS and other security devices internal or external. Prepare and deliver Scope of Work, install and configure device settings and layers of protection at your locations	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
ii. Firewall/VPN deployment and configuration services	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Review recommendations for Firewall/VPN products and create requirements for specific firewall settings. Prepare and deliver Scope of Work, install and configure firewall settings and layers of protection at your locations	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
iii. NIDS/NIPS deployment and configuration services	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Review recommendations for NIDS/NIPS products and create requirements for specific configuration settings. Prepare and deliver Scope of Work, install and configure settings and layers of reporting and monitoring at your locations.	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
iv. HIDS/HIPS deployment and configuration services	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Review recommendations for HIDS/HIPS products and create requirements for specific configuration settings. Prepare and deliver Scope of Work, install and configure settings and layers of reporting and monitoring at your locations.	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr

F. Incident Response Services				
i. Virus outbreak assistance	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Remote or onsite assistance with virus outbreaks. Assist in the determination of virus and how to eliminate risk. Work can include machine isolation through network devices, cleaning infected devices, and updating virus definitions as needed. Response assistance can be onsite or remote and will be governed by a predetermined hour amount or by SOW.	MSRP/ List price	\$200 / hr	\$220 / hr	\$250 / hr
	DIR Contract Price	\$164.00	\$180.40	\$205.00 / hr
ii. cyber attack response assistance	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Assistance with cyber attacks to neutralize a potential risk. Response assistance can be onsite or remote and will be governed by a predetermined hour amount or by SOW.	MSRP/ List price	\$225 / hr	\$250 / hr	\$285 / hr
	DIR Contract Price	\$184.50 / hr	\$205.00 / hr	\$233.70 / hr
G. Security Support, Intelligence and Alerting Services				
i. Firewall support services	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
FortiGate Multi-Threat Security Systems Administration, Content Inspection and Basic VPN Access with Fortgate UTM devices. Course 201 Course Overview FortiGate Multi-Threat Security Systems I is a 2-day instructor-led training course that provides a comprehensive foundation of configuration and troubleshooting knowledge which prepares you for the day-to-day management of FortiGate Unified Threat Management appliances.	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
H. Security Training Services				
i. Firewall training	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
FortiGate Multi-Threat Security Systems Administration, Content Inspection and Basic VPN Access with Fortgate UTM devices. Course 201 Course Overview FortiGate Multi-Threat Security Systems I is a 2-day instructor-led training course that provides a comprehensive foundation of configuration and troubleshooting knowledge which prepares you for the day-to-day management of FortiGate Unified Threat Management appliances. Through extensive hands-on labs, students work through a real-world configuration example that employs the most common features applicable to enterprises of all sizes.	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
FortiGate Multi-Threat Security Systems II Secured Network Deployment and Virtual Private Networks Course 301 Course Overview	MSRP/ List price	\$1500.00	\$1500.00	\$1500.00
	DIR Contract Price	\$ 1,380.00	\$ 1,380.00	\$ 1,380.00
ii. Security awareness training program development	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
Trend Micro Jumpstart On-Site Training Service: This is a live, instructor-led training for up to 10 students delivered at the customer's site. The class is generally 6-8 hours long and the price is for 1 Trend Micro product and the equipment and courseware material will be available to the student at the time of the class. Travel and expenses are included in the price.	MSRP/ List price	\$3,240.00	\$3,240.00	\$3,240.00
	DIR Contract Price	\$ 3,142.80	\$ 3,142.80	\$ 3,142.80
x. Compliance reporting	Pricing Criteria	Small Customer (see criteria below)	Medium Customer (see criteria below)	Large Customer (see criteria below)
This service will involve creating an FISMA/NIST 800-30 compliant risk assessment covering all aspects of data security. The process	MSRP/ List price	\$ 14,000.00	\$ 18,000.00	\$ 20,000.00

<p>begins with an inventory of safeguards keyed to the recommended minimum safeguards listing of NIST 800-53. This is combined with data from personnel records and Intrusion Prevention System logs. The combined dataset is used to calculate values for a set of standard risks, rated from 1 (low) to 100 (high). The risk reports are delivered in both tabular and graphical form. Recommendations for risk based prioritization of improvements are included in the report. This approach meets the FISMA risk-based recommendations of NIST 800-39. Includes ACR software, configuration, installation, updates, and 4 hours per month of on site review of all findings and updating system configuration as necessary. Price is for one year of monitoring and reporting.</p>	DIR Contract Price			
		\$ 11,480.00	\$ 14,760.00	\$ 16,400.00

DIR uses the following criteria to define small, medium, and large state Customers:

Item	Small	Medium	Large
Publicly addressable IP Addresses	1 Class "C" Network (256 or less)	2-255 Class "C" Networks (512 to 65,280)	1 Class "B" Network (65,536 plus)
FTE s (Full Time Employees)	1-99	100-999	1000 plus
Servers	1-5	6-200	201 plus
Work Stations	1-99	100-999	1000 plus
Mobile Devices	1-99	100-999	1000 plus
IT FTE	1-5	6-20	21 plus
Buildings/Sites	1	2-3	4 plus
Location/s	1	2-3	4 plus