Category 1 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Tenable Vulnerability Management</u>

Service Category: Service Category 1: Endpoint-Based Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Small Entity (100 – 4,999 assets)	$31.50	Per asset/annually
Medium Entity (5,000 – 16,999 assets)	$18.54	Per asset/annually
Large Entity (17,000+ assets)	$10.13	Per asset/annually

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Quick Start Implementation	We provide an accelerated implementation to establish an initial baseline for Tenable Vulnerability Management. This includes configuring the platform, creating a single scan schedule (pending provided credentials) for IT asset discovery, and delivering knowledge transfer for effective use. The scope focuses on IT assets and discovery scans, enabling rapid deployment and immediate value realization.	Small Entity: $25,000 Medium Entity: $36,000 Large Entity: $55,000	One time cost per contracting or purchasing Agency.

Name	Description	Price	Unit
Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated Vulnerability Detection and Prioritization. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as creating new scan schedules, scanning additional asset types (web apps, OT), and addressing false positives. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $5,500 (monthly) Tier 2 (40 hrs/month): $8,500 (monthly) Tier 3 (60 hrs/month): $12,250 (monthly)	Billed monthly per purchasing Agency/Entity.

Category 2 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Axonius Cybersecurity Asset Management</u>

Service Category: Service Category 2: Network-Based Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
1,000 – 2,499*	$61.43	Per asset/annually
2,500 – 4,999	$46.80	Per asset/annually
5,000 – 9,999	$35.10	Per asset/annually
10,000 – 14,999	$23.97	Per asset/annually
15,000 – 24,999	$21.37	Per asset/annually
25,000 – 39,999	$19.86	Per asset/annually
40,000 – 59,999	$16.11	Per asset/annually
60,000 – 99,999	$13.46	Per asset/annually
100,000+	$10.80	Per asset/annually

 * *Axonius does not offer pricing below 1000 assets*

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Axonius Quick Start Implementation	RSM will work with the agency to support an initial baseline implementation of Axonius. We offer an accelerated approach to begin and see initial value from your investment including initial deployment of solution in agency environment, connection of up to 10 data sources, onboarding of up to 10 users, 1 train-the-trainer session, and up to 6 hours of post deployment help support.	Small Entity: $22,150 Medium Entity: $42,850 Large Entity: $66,750 Small: 1000 - 4,999 assets Medium: 5,000 - 16,999 assets Large: 17,000+ assets	Billed as a single cost project per purchasing Agency/Entity.
Axonius Engineering Services	RSM provides targeted cyber engineering services to assist organizations with administering their asset management platforms. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. This includes services such as additional data sources integration and setup of queries. Customers will receive a set number of support hours per month. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $5,500 (monthly) Tier 2 (40 hrs/month): $8,500 (monthly) Tier 3 (60 hrs/month): $12,250 (monthly)	Billed monthly per purchasing Agency/Entity.

Category 3 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>SentinelOne Singularity Complete</u>

Service Category: Service Category 3: Endpoint Detection and Response

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Small: 100 - 4,999 assets	$16.51	Per asset/annually
Medium: 5,000 - 16,999 assets	$13.21	Per asset/annually
Large: 17,000+ assets	$9.34	Per asset/annually

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
EDR Quick Start Implementation	RSM offers SentinelOne implementation within your environment through a comprehensive approach including requirement analysis, exceptions, planning, design, integration, and testing. This includes operational support such as the creation of 1 anti-malware/prevention policy, integration with 1 technology, onboarding of up to 5 users, 1 train-the-trainer session, and up to 10 hours of post deployment help support.	Small Entity: $22,150 Medium Entity: $42,850 Large Entity: $66,750	Billed as a single cost project per purchasing Agency/Entity.

Name	Description	Price	Unit
EDR Engineering Services	RSM provides targeted cyber engineering services to assist organizations with administering their EDR platforms. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $5,500 (monthly) Tier 2 (40 hrs/month): $8,500 (monthly) Tier 3 (60 hrs/month): $12,250 (monthly)	Billed monthly per purchasing Agency/Entity.
Fully Managed XDR	RSM Defense offers 24/7 security alert monitoring through EDR, providing initial triage, analysis, and limited remediation actions. They also monitor telemetry from multiple sources such Office 365, Entra ID, firewall and syslog devices. Additionally, RSM provides comprehensive vulnerability detection with prioritized remediation and protective DNS solutions to block command and control communications used by malware, ransomware, phishing, and supply chain attacks.	**Endpoint** Small Entity: $30.00 Medium Entity: $25.00 Large Entity: $20.00 **Cloud** Cloud Source: $135 **Platform** Service Fee: $1,035	Billed per asset/source per month as part of a 12-month term. A standard monthly platform service fee applies to all entities regardless of tier size.
Fully Managed EDR	RSM Defense provides 24/7 security alert monitoring through agent based EDR solutions. RSM security analysts will perform initial triage, analysis, and limited remediation, such as disabling accounts, blocking IP addresses, or quarantining devices.	**Endpoint** Small Entity: $8.37 Medium Entity: $8.17 Large Entity: $7.97 **Platform** Service Fee: $264	Billed per asset per month as part of a 12-month term. A standard monthly platform service fee applies to all entities regardless of tier size.

Name	Description	Price	Unit
Fully Managed Foundations	RSM Defense offers 24/7 security alert monitoring through EDR, providing initial triage, analysis, and limited remediation actions. They also monitor a single cloud-based or on-premises identity solution and a single cloud-based email protection source for threat-based alerts. Additionally, RSM provides protective DNS solution to block command and control communications used by malware, ransomware, phishing, and supply chain attacks.	**Endpoint** Small Entity: $30.00 Medium Entity: $25.00 Large Entity: $20.00 **Platform** Service Fee: $436	Billed per asset/source per month as part of a 12-month term. A standard monthly platform service fee applies to all entities regardless of tier size.

Category 4 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Tenable Vulnerability Management</u>

Service Category: Service Category 4: External-Facing Asset Discovery

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Small Entity (100 – 4,999 assets)	$31.50	Per asset/annually
Medium Entity (5,000 – 16,999 assets)	$18.54	Per asset/annually
Large Entity (17,000+ assets)	$10.13	Per asset/annually

<u>Add-On Services (**OPTIONAL**) for **initial** term:</u>

Name	Description	Price	Unit
Quick Start Implementation	We provide an accelerated implementation to establish an initial baseline for Tenable Vulnerability Management. This includes configuring the platform, creating a single scan schedule (pending provided credentials) for IT asset discovery, and delivering knowledge transfer for effective use. The scope focuses on IT assets and discovery scans, enabling rapid deployment and immediate value realization.	Small Entity: $25,000 Medium Entity: $36,000 Large Entity: $55,000	One time cost per contracting or purchasing Agency.
Name	Description	Price	Unit
Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated Vulnerability Detection and Prioritization. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as creating new scan schedules, scanning additional asset types (web apps, OT), and addressing false positives. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $5,500 (monthly) Tier 2 (40 hrs/month): $8,500 (monthly) Tier 3 (60 hrs/month): $12,250 (monthly)	Billed monthly per purchasing Agency/Entity.

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Category 7 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>RSM Defense</u>

Service Category: Service Category 7: Security Operations Platform

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Platform Fee (applied to all tiers)	$1,035	Per month flat fee
Small Entity (100 - 4,999 assets)	$30.00	Per asset per month
Medium Entity (5,000 – 16,999 assets)	$25.00	Per asset per month
Large Entity (17,000+ assets)	$20.00	Per asset per month

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Additional Cloud Log Source	Collection and aggregation of an entity specific cloud log source e.g. Cloud Security Posture Management platform	$135.00	Per source per month

Category 8 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>CyberArk</u>

Service Category: Service Category 8: Identity and Access Management (IAM)

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
IAM Products	List Price*	N/A
PAM Products	List Price*	N/A

*Current list price included in Appendix A

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
PAM Advisory	Assessment, strategy, roadmap and vendor review for PAM program	$50,000	One time cost per contracting or purchasing Agency.
PAM QuickStart	Install, initial account discovery	$51,500	One time cost per contracting or purchasing Agency.
PAM Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated PAM Implementation. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as L2 & L3 support, enhancements, and account discovery. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $13,100 (monthly) Tier 2 (40 hrs/month): $16,250 (monthly) Tier 3 (60 hrs/month): $21,000 (monthly)	Billed monthly per purchasing Agency/Entity.
IGA Advisory	Assessment, strategy, roadmap and vendor review for IGA program	$75,000	One time cost per contracting or purchasing Agency.
IGA QuickStart	1 auth source, 3 direct connectors, JML	$74,000	One time cost per contracting or purchasing Agency.
IGA Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated IGA Implementation. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as L2 & L3 support, enhancements, and application onboarding. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $13,100 (monthly) Tier 2 (40 hrs/month): $16,250 (monthly) Tier 3 (60 hrs/month): $21,000 (monthly)	Billed monthly per purchasing Agency/Entity.

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Appendix A: CyberArk list pricing

Description	List Price
Privilege Cloud Remote Vendor Users with Advanced Remote Access, up to 1,000 registered external vendor users, and up to 200 of them can login monthly	$36,190.00
Privilege Cloud Remote Vendor Users with Advanced Remote Access, up to 500 registered external vendor users, and up to 100 of them can login monthly	$19,360.00
Privilege Cloud Remote Vendor Users with Advanced Remote Access, up to 250 registered external vendor users, and up to 50 of them can login monthly	$10,604.00
Privilege Cloud Remote Vendor Users with Advanced Remote Access, up to 2,500 registered external vendor users, and up to 500 of them can login monthly	$84,260.00
Privilege Cloud Remote Vendor Users with Advanced Remote Access, up to 100 registered external vendor users, and up to 20 of them can login monthly	$4,400.00
Privilege Cloud Remote Vendor User with Advanced Remote Access	$50.60
Secure IT & Ops Users - Basic Edition	$69.30
Secure IT & Ops Users - Enterprise Edition	$167.20
Secure IT & Ops Users - Enterprise Edition for new customers only	$145.20
Secure IT & Ops Users - Standard Edition	$145.20
Secure IT & Ops Users - Standard Edition for new customers only	$126.50
PAM SaaS Test Environment	$2,002.00
Privileged Basic User SaaS	$69.30
Privileged Enterprise User SaaS	$168.30
Privileged Standard User SaaS - Lite	$88.00
Privileged Standard User SaaS	$145.20
Add On Privilege Cloud MSP Instance	$2,134.00
Privileged Dynamic Access user add-on SaaS	$50.60
SSH Target System	$6.27
Basic initial included infrastructure	$73,260.00
Basic EPV 10 Users Package	$23,210.00
EPV basic user	$693.00
CPM module	$16,280.00
PTA infrastructure	$7,810.00
Disaster Recovery Vault	$20,020.00
High Availability Vault	$20,020.00
Vault server	$24,750.00
Shared Vault - Tier 1	$49,280.00
Shared Vault - Tier 2	$98,340.00
Shared Vault - Tier 3	$163,900.00
Test Vault	$33,110.00
Server/Target Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	$10.89
PAM Remote Vendor User	$779.90
Named user licenses. Including Credential Protection, Session Isolation and Recording, and Privileged Attack Detection	$3,432.00

Description	List Price
Upgrade EPV user to include PSM for Web	$1,914.00
5 PSM concurrent session licenses	$20,020.00
PSM Target System	$312.40
PTA-PSM Target System	$475.20
PTA Target System	$286.00
B2B Identity basic SSO and MFA - Federal Deployment	$3.30
B2B Identity basic SSO and MFA	$2.31
B2B Identity standard SSO and MFA - Federal Deployment	$6.49
B2B Identity standard SSO and MFA	$4.62
Secure Workforce Users - Enterprise Edition	$27.50
Workforce Identity Premium User for Government	$25.30
Workforce Identity Standard User for Government	$14.30
Secure Workforce Users - Standard Edition	$9.90
App Access Service - B2B, price per user per month	$2.20
App Access Service - B2C, price per user per month	$0.10
App Access Service - B2E, price per user per month	$4.40
App Gateway Service Add-on - B2B, price per user per month	$2.20
App Gateway Service Add-on - B2C, price per user per month	$0.13
App Gateway Service Add-on - B2E, price per user per month	$5.17
Adaptive Multi-factor Authentication - B2B, price per user per month	$3.19
Adaptive Multi-factor Authentication - B2C, price per user per month	$0.13
Adaptive Multi-factor Authentication - B2E, price per user per month	$6.27
Adaptive Single Sign-On - B2B, price per user per month	$2.64
Adaptive Single Sign-On - B2C, price per user per month	$0.13
Adaptive Single Sign-On - B2E, price per user per month	$5.17
Endpoint Authentication & Context - price per user per month	$2.64
Endpoint Management - price per user per month	$13.20
Endpoint Service Standard Bundle - B2E, price per user per month	$7.37
Multi-factor Authentication - B2B, price per user per month	$1.65
Multi-factor Authentication - B2C, price per user per month	$0.08
Multi-factor Authentication - B2E, price per user per month	$3.85
ServiceNow Application Access Request - price per user per month	$1.65
ServiceNow Self-Service Password Reset - price per user per month	$1.32
Single Sign-On - B2B, price per user per month	$1.32
Single Sign-On - B2C, price per user per month	$0.08
Single Sign-On - B2E, price per user per month	$2.64
Secure Web Sessions searchable storage credit	$5.83
Secure Web Sessions for SSO user	$19.80
CyberArk Identity Additional telephony credit pack of 10,000 credits	$188.10
Workforce Password Management User for Government	$8.80
Workforce Password Management User	$5.83
Idaptive Identity Services - App+ Edition - B2E, price per user per month	$11.00

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Category 8 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Okta</u>

Service Category: Service Category 8: Identity and Access Management (IAM)

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
IAM - 01-2499	20% off List Price*	Users
IAM - 2500-4999	25% off List Price*	Users
IAM - 5000+	30% off List Price*	Users
PAM - 01-49	20% off List Price*	Servers
PAM - 50-249	25% off List Price*	Servers

*Current list price included in Appendix A

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
IGA Advisory	Assessment, strategy, roadmap and vendor review for IGA program	$75,000	One time cost per contracting or purchasing Agency/Entity.
Authentication Advisory	Assessment, strategy, roadmap and vendor review for Authentication program	$50,000	One time cost per contracting or purchasing Agency/Entity.
SSO QuickStart	5 OOTB Apps to integrate for Single Sign On	$35,000	One time cost per contracting or purchasing Agency/Entity.
5 OOTB Applications Add On	Add 5 additional OOTB target source integrations	$30,000	One time cost per contracting or purchasing Agency/Entity.
IGA Add On	Configuration of JML Workflows	$90,500	One time cost per contracting or purchasing Agency/Entity.
CIG Add On	Configuration of UAR Workflow	$61,000	One time cost per contracting or purchasing Agency/Entity.
Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated Okta Implementation. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as L2 & L3 support, enhancements, and application onboarding. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $13,100 (monthly) Tier 2 (40 hrs/month): $16,250 (monthly) Tier 3 (60 hrs/month): $21,000 (monthly)	Billed monthly per purchasing Agency/Entity.

Appendix A: Okta list pricing

Description	List Price
IT Products - Adaptive MFA	$79.20
IT Products - Adaptive MFA - Transitional SKU for API Product to IT Product Migration	$79.20
IT Products - Adaptive Single Sign-On	$66.00
IT Products - Adaptive Single Sign-On - Transitional SKU for API Product to IT Product Migration	$66.00
IT Products - MFA	$39.60
IT Products - MFA - Transitional SKU for API Product to IT Product Migration	$39.60
IT Products - Okta Privileged Access - Resource Units Per Month	$184.80
IT Products - Single Sign-On	$26.40
IT Products - Single Sign-On - Transitional SKU for API Product to IT Product Migration	$26.40
IT Products - Single Sign-On (10 app limit)	$19.80
IT Products - Single Sign-On (10 app limit) - Transitional SKU for API Product to IT Product Migration	$19.80
IT Products - Single Sign-On (5 app limit)	$13.20
IT Products - Single Sign-On (5 app limit) - Transitional SKU for API Product to IT Product Migration	$13.20
IT Products - Universal Directory	$26.40
IT Products - Universal Directory - Transitional SKU for API Product to IT Product Migration	$26.40
IT Products - Advanced Lifecycle Management	$79.20
IT Products - Identity Threat Protection	$52.80

Category 8 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>SailPoint</u>

Service Category: Service Category 8: Identity and Access Management (IAM)

Tiered, not to exceed pricing for **initial** and **renewal** term:

Software as a Service (Saas):

Tier	Price	Unit
SaaS Identity Security software	List Price*	Qty 0-100
SaaS Identity Security software	15% off List Price*	Qty 101+

* Current list price included in Appendix A

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Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
IGA Advisory	Assessment, strategy, roadmap and vendor review for IGA program	$75,000.00	One time cost per contracting or purchasing Agency.
SailPoint ISC QuickStart	1 auth source, 3 direct connectors, JML, 1 UAR	$76,500.00	One time cost per contracting or purchasing Agency.
SailPoint ISC 5 OOTB Target Source Add On	Add 5 additional target source integrations – Direct, CSV, JDBC, or SCIM	$30,500.00	One time cost per contracting or purchasing Agency.
SailPoint ISC Access Request	Configuration of Access Request module – OOTB ISC UI & Approvals	$30,500.00	One time cost per contracting or purchasing Agency.
SailPoint ISC Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated ISC Implementation. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as L2 & L3 support, enhancements, and application onboarding. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $10,500 (monthly) Tier 2 (40 hrs/month): $12,500 (monthly) Tier 3 (60 hrs/month): $16,000 (monthly)	Billed monthly per purchasing Agency/Entity.
SailPoint IIQ QuickStart	1 auth source, 3 direct connectors, JML, 1 UAR	$130,000.00	One time cost per contracting or purchasing Agency.
SailPoint IIQ 5 OOTB Target Source Add On	Add 5 additional target source integrations – Direct, CSV, JDBC, or SCIM	$50,000.00	One time cost per contracting or purchasing Agency.
SailPoint IIQ Access Request	Configuration of Access Request module – OOTB IIQ UI & Approvals	$44,000.00	One time cost per contracting or purchasing Agency.

Name	Description	Price	Unit
SailPoint IIQ Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated IIQ Implementation. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as L2 & L3 support, enhancements, and application onboarding. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $12,000 (monthly) Tier 2 (40 hrs/month): $14,750 (monthly) Tier 3 (60 hrs/month): $22,500 (monthly)	Billed monthly per purchasing Agency/Entity.
Cloud Infrastructure Entitlement Management Setup	Set up services to enable CIEM	$11,000.00	One time cost per contracting or purchasing Agency.
IdentityAI for Identity Security Cloud Setup Fee	Set up services to enable AI	$22,000.00	One time cost per contracting or purchasing Agency.
Data Access Security Setup	Set up services to enable Data Access	$22,000.00	One time cost per contracting or purchasing Agency.
Access Insights for IdentityIQ Setup Fee	Set up services to enable AI	$22,000.00	One time cost per contracting or purchasing Agency.
Access Modeling for IdentityIQ Setup Fee	Set up services to enable Access Modeling	$16,500.00	One time cost per contracting or purchasing Agency.
Recommendation Engine for IdentityIQ Setup Fee	Set up services to enable Recommendation Engine	$11,000.00	One time cost per contracting or purchasing Agency.
ARM Lite Setup Services for Identity Security Cloud	Set up services to enable ARM	$5,500.00	One time cost per contracting or purchasing Agency.
ARM Setup Services for IdentityIQ	Set up services to enable ARM	$11,000.00	One time cost per contracting or purchasing Agency.

Appendix A: SailPoint list pricing

Description	MSRP
SailPoint Identity Security Cloud Standard - Price per Identity	$118.80
SailPoint Identity Security Cloud Standard - Price per Lite Identity	$53.46
SailPoint Identity Security Cloud Business - Price per Identity	$184.80
SailPoint Identity Security Cloud Business - Price per Lite Identity	$83.16
SailPoint Identity Security Cloud BusinessPlus - Price per Identity	$234.30
SailPoint Identity Security Cloud BusinessPlus - Price per Lite Identity	$105.44
FedRAMP SailPoint Identity Security Cloud Business - Price per Identity	$184.80
FedRAMP SailPoint Identity Security Cloud Business - Price per Lite Identity	$83.16
FedRAMP SailPoint Identity Security Cloud BusinessPlus - Price per Identity	$234.30
FedRAMP SailPoint Identity Security Cloud BusinessPlus - Price per Lite Identity	$105.44
IdentityNow Password Manager - Price per Identity	$33.00
IdentityNow Password Manager - Price per Lite Identity	$14.85
IdentityNow Alumni User	$66,000.00
IdentityNow Inactive User	$6,600.00
SAAS Pre-Production Instance – Up to 5K identities	$33,000.00
SAAS Pre-Production Instance – Up to 15K identities	$44,000.00
SAAS Pre-Production Instance – Up to 30K identities	$ 55,000.00
SAAS Pre-Production Instance – 100K identities	$110,000.00
SAAS Production Instance – Up to 5K identities	$33,000.00
SAAS Production Instance – Up to 15K identities	$44,000.00
SAAS Production Instance – Up to 30K identities	$55,000.00
SAAS Production Instance – 100K identities	$110,000.00
FedRAMP SailPoint SaaS Environment	$0.33
SailPoint Non-Employee Risk Management - Price per Identity	$79.20
SailPoint Machine Identity Security - Per Machine	$71.50
SailPoint Cloud Infrastructure Entitlement Management - Price per Identity	$13.20
SailPoint Cloud Infrastructure Entitlement Management - Price per Lite Identity	$5.94
SaaS Data Access Security - Price per Identity	$99.00
SaaS Data Access Security - Price per Lite Identity	$44.55
IdentityNow for ServiceNow Service Catalog - Price per Identity	$8.36
IdentityNow for ServiceNow Service Catalog - Price per Lite Identity	$3.76
IdentityNow for ServiceNow Service Desk - Price per Identity	$4.18
IdentityNow for ServiceNow Service Desk - Price per Lite Identity	$1.88
SAAS Secure Data Share AWS - Up to 200K identities	$55,000.00
SAAS Secure Data Share AWS - Up to 800K identities	$82,500.00
SAAS Secure Data Share AWS - Above 800K identities	$110,000.00
IdentityNow for BeyondTrust Password Safe - Price per Identity	$17.16
IdentityNow for CyberArk Privileged Access Manager - Price per Identity	$20.90
IdentityNow for Delinea Secret Server - Price per Identity	$17.16
IdentityNow Credentials Provider for AWS Secrets Vault - Price per Identity	$5.50
IdentityNow Credentials Provider for HashiCorp Vault - Price per Identity	$5.50
IdentityNow for Cloud Oracle ERP - Price per Identity	$6.34
IdentityNow for Cloud Oracle ERP - Price per Lite Identity	$2.85
IdentityNow for Oracle EPM - Price per Identity	$5.02
IdentityNow for Oracle EPM - Price per Lite Identity	$2.26
IdentityNow for Guidewire ERP - Price per Identity	$5.50

Description	MSRP
IdentityNow for Guidewire ERP - Price per Lite Identity	$2.48
IdentityNow for Cerner Healthcare - Price per Identity	$5.28
IdentityNow for Cerner Healthcare - Price per Lite Identity	$2.38
IdentityNow for Epic EMP Healthcare Price per Identity	$5.28
IdentityNow for Epic EMP Healthcare Price per Lite Identity	$2.38
IdentityNow for Epic SER Healthcare - Price per Identity	$5.28
IdentityNow for Epic SER Healthcare - Price per Lite Identity	$2.38
IdentityNow for Meditech Healthcare - Price per Identity	$5.28
IdentityNow for Meditech Healthcare - Price per Lite Identity	$2.38
IdentityNow for UKG PRO - Price per Identity	$2.77
IdentityNow for UKG PRO - Price per Lite Identity	$1.24
IdentityNow for Okta - Price per Identity	$5.28
IdentityNow for Okta - Price per Lite Identity	$2.38
IdentityNow for Coupa - Price per Identity	$5.28
IdentityNow for Coupa - Price per Lite Identity	$2.38
IdentityNow for Ivanti Cherwell Service Management - Price per Identity	$6.34
IdentityNow for Ivanti Cherwell Service Management - Price per Lite Identity	$2.85
IdentityNow for Cloud Jira Service Management - Price per Identity	$6.34
IdentityNow for Cloud Jira Service Management - Price per Lite Identity	$2.85
IdentityNow for BMC Helix Service Management - Price per Identity	$6.34
IdentityNow for BMC Helix Service Management - Price per Lite Identity	$2.85
IdentityNow for BMC Helix RemedyForce - Price per Identity	$6.34
IdentityNow for BMC Helix RemedyForce - Price per Lite Identity	$2.85
IdentityNow for Data Center Jira Service Management - Price per Identity	$5.02
IdentityNow for Data Center Jira Service Management - Price per Lite Identity	$2.26
IdentityNow for Zendesk Service Management - Price per Identity	$6.34
IdentityNow for Zendesk Service Management - Price per Lite Identity	$2.85
SailPoint Identity Security for SAP Basic - Price per Identity	$13.20
SailPoint Identity Security for SAP Core - Price per Lite Identity	$5.94
SailPoint Identity Security for SAP Core - Price per Identity	$52.80
SailPoint Identity Security for SAP Core - Price per Lite Identity	$13.20
SailPoint Identity Security for SAP Advanced - Price per Identity	$74.80
SailPoint Identity Security for SAP Advanced - Price per Lite Identity	$33.66
SailPoint IIQ AI - Price per Identity	$67.10
SailPoint IIQ AI - Price per Lite Identity	$30.20
SailPoint Non-Employee Risk Management for IIQ - Price per Identity	$105.60
IdentityNow for HashiCorp Vault - Price per Identity	$21.78
IdentityIQ Identity Security - Term Price per Identity	$55.00
IdentityIQ Identity Security - Term Price per Lite Identity	$24.75
IdentityIQ Cloud Governance - Term Price per Identity	$16.50
IdentityIQ Cloud Governance - Term Price per Lite Identity	$7.43
IdentityIQ File Access Manager - Term Price per Identity	$44.00
IdentityIQ File Access Manager - Term Price per Lite Identity	$19.80
IdentityIQ for ServiceNow Service Catalog - Price per Identity	$ 8.36
IdentityIQ for ServiceNow Service Catalog - Price per Lite Identity	$ 3.76
IdentityIQ for ServiceNow Service Desk - Price per Identity	$ 4.18
IdentityIQ for ServiceNow Service Desk - Price per Lite Identity	$1.88
IdentityIQ for Privileged Account Management - Term Price - Tier 1	$50,600.00

Description	MSRP
IdentityIQ for Privileged Account Management - Term Price - Tier 2	$50,600.00
IdentityIQ for Privileged Account Management - Term Price - Tier 3	$75,900.00
IdentityIQ for Privileged Account Management - Term Price - Tier 4	$101,200.00
IdentityIQ for Privileged Account Management - Term Price - Tier 5	$126,500.00
IdentityIQ for AirWatch EMM - Term Price per Identity	$3.04
IdentityIQ for AirWatch EMM - Term Price per Lite Identity	$1.36
IdentityIQ for Cloud Oracle ERP - Term Price per Identity	$3.65
IdentityIQ for Cloud Oracle ERP - Term Price per Lite Identity	$1.64
IdentityIQ for Cloud MS Dynamic 365 - Term Price per Identity	$3.65
IdentityIQ for Cloud MS Dynamic 365 - Term Price per Lite Identity	$1.64
IdentityIQ for NetSuite ERP - Term Price per Identity	$3.04
IdentityIQ for NetSuite ERP - Term Price per Lite Identity	$1.36
IdentityIQ for Oracle EPM - Term Price per Identity	$3.04
IdentityIQ for Oracle EPM - Term Price per Lite Identity	$1.36
IdentityIQ for Oracle ERP - Term Price per Identity	$3.04
IdentityIQ for Oracle ERP - Term Price per Lite Identity	$1.36
IdentityIQ for Guidewire ERP - Term Price per Identity	$3.17
IdentityIQ for Guidewire ERP - Term Price per Lite Identity	$1.42
IdentityIQ for Cerner Healthcare - Term Price per Identity	$5.28
IdentityIQ for Cerner Healthcare - Term Price per Lite Identity	$2.38
IdentityIQ for Epic EMP Healthcare - Term Price per Identity	$5.28
IdentityIQ for Epic EMP Healthcare - Term Price per Lite Identity	$2.38
IdentityIQ for Epic SER Healthcare - Term Price per Identity	$5.28
IdentityIQ for Epic SER Healthcare - Term Price per Lite Identity	$2.38
IdentityIQ for Meditech Healthcare - Term Price per Identity	$5.28
IdentityIQ for Meditech Healthcare - Term Price per Lite Identity	$2.38
IdentityIQ for UKG PRO - Term Price per Identity	$3.04
IdentityIQ for UKG PRO - Term Price per Lite Identity	$1.36
IdentityIQ for Okta - Term Price per Identity	$3.04
IdentityIQ for Okta - Term Price per Lite Identity	$1.36
IdentityIQ for ACF2 Mainframe - Term Price per Identity	$3.04
IdentityIQ for ACF2 Mainframe - Term Price per Lite Identity	$1.36
IdentityIQ for RACF Mainframe - Term Price per Identity	$3.04
IdentityIQ for RACF Mainframe - Term Price per Lite Identity	$1.36
IdentityIQ for TopSecret Mainframe - Term Price per Identity	$3.04
IdentityIQ for TopSecret Mainframe - Term Price per Lite Identity	$1.36
IdentityIQ for Coupa - Term Price per Identity	$3.04
IdentityIQ for Coupa - Term Price per Lite Identity	$1.36
IdentityIQ for ArcSight IT Security - Term Price per Identity	$3.04
IdentityIQ for ArcSight IT Security - Term Price per Lite Identity	$1.36
IdentityIQ for Oracle Identity Manager - Term Price per Identity	$2.02
IdentityIQ for Oracle Identity Manager - Term Price per Lite Identity	$0.91
IdentityIQ for IBM Security Identity Manager - Term Price per Identity	$2.02
IdentityIQ for IBM Security Identity Manager - Term Price per Lite Identity	$0.91
IdentityIQ for Ivanti Cherwell Service Management - Term Price per Identity	$2.43
IdentityIQ for Ivanti Cherwell Service Management - Term Price per Lite Identity	$1.10
IdentityIQ for Cloud Jira Service Management - Term Price per Identity	$2.43
IdentityIQ for Cloud Jira Service Management - Term Price per Lite Identity	$1.10

Description	MSRP
IdentityIQ for BMC Helix Service Management - Term Price per Identity	$2.43
IdentityIQ for BMC Helix Service Management - Term Price per Lite Identity	$1.10
IdentityIQ for MicroFocus Service Manager Service Desk - Term Price per Identity	$2.02
IdentityIQ for MicroFocus Service Manager Service Desk - Term Price per Lite Identity	$0.91
IdentityIQ for BMC Remedy Service Desk - Term Price per Identity	$2.02
IdentityIQ for BMC Remedy Service Desk - Term Price per Lite Identity	$0.91
IdentityIQ for BMC Helix RemedyForce - Term Price per Identity	$2.43
IdentityIQ for BMC Helix RemedyForce - Term Price per Lite Identity	$1.10
IdentityIQ for Data Center Jira Service Management - Term Price per Identity	$2.02
IdentityIQ for Data Center Jira Service Management - Term Price per Lite Identity	$ 0.91
IdentityIQ for Zendesk Service Management - Term Price per Identity	$ 2.43
IdentityIQ for Zendesk Service Management - Term Price per Lite Identity	$ 1.10
SailPoint Identity Security for SAP Basic - Term Price per Identity	$13.20
SailPoint Identity Security for SAP Basic - Term Price per Lite Identity	$ 5.94
SailPoint Identity Security for SAP Core - Term Price per Identity	$52.80
SailPoint Identity Security for SAP Core - Term Price per Lite Identity	$13.20
SailPoint Identity Security for SAP Advanced - Term Price per Identity	$74.80
SailPoint Identity Security for SAP Advanced - Term Price per Lite Identity	$33.66
IdentityIQ for HashiCorp Vault - Price per Identity	$12.65
Cloud Infrastructure Entitlement Management Setup	$11,000.00
IdentityAI for Identity Security Cloud Setup Fee	$22,000.00
Data Access Security Setup	$22,000.00
Access Insights for IdentityIQ Setup Fee	$22,000.00
Access Modeling for IdentityIQ Setup Fee	$16,500.00
Recommendation Engine for IdentityIQ Setup Fee	$11,000.00
ARM Lite Setup Services for Identity Security Cloud	$5,500.00
ARM Setup Services for IdentityIQ	$11,000.00
Identity Security Cloud 40 Hour Expert Services Package	$13,200.00
Identity Security Cloud 80 Hour Expert Services Package	$26,400.00
IdentityIQ 40 Hour Expert Services Package	$13,200.00
IdentityIQ 80 Hour Expert Services Package	$26,400.00
IdentityIQ 160 Hour Expert Services Package	$52,800.00
Additional Support Instance	$38,500.00
IIQ Renewal Annual Support	$22,000.00
PlatinumPlus Annual Support	$187,000.00
CSD Success Portfolio - Silver Bundle	$38,500.00
CSD Success Portfolio - Gold Bundle	$77,000.00
CSD Success Portfolio - Platinum Bundle	$165,000.00
eLearning Subscription - 1 Student	$5,500.00
eLearning Subscription - 2 Student	$11,000.00
eLearning Subscription - 6 Student	$22,000.00
Training Unit	$110.00

Category 10 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Cisco Secure Access</u>

Service Category: Service Category 10: Secure Access Service Edge (SASE)

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
Secure Internet Access and Private Access Advantage with Enhanced Support for 100 to 499 users	$34.01	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 500 to 999 users	$26.47	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 1,000 to 4,999 users	$24.47	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for 5,000 to 9,999 users	$20.90	Per user per 12 months
Secure Internet Access and Private Access Advantage with Enhanced Support for more 10,000 users	$19.36	Per user per 12 months

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Secure Access Quick Start Implementation	RSM offers an initial implementation of Cisco Secure Access within your environment. This is focused on the following components: SD-WAN integration, DNS, SWG, FWaaS, VPN.	100 – 499 users: $20,000 500 – 999 users: $25,000 1,000 – 4,999 users: $30,000 5,000 – 9,999 users: $35,000 10,000+ users: $40,000	One time cost per contracting or purchasing Agency.
Secure Access Step-up Implementation	RSM offers an upgrade to the base deployment targeted to enhance the connectivity and security policies, specifically around ZTNA, DLP, CASB, and RBI.	100 – 499 users: $10,000 500 – 999 users: $15,000 1,000 – 4,999 users: $20,000 5,000 – 9,999 users: $25,000 10,000+ users: $30,000	One time cost per contracting or purchasing Agency.
Secure Access Managed Services	RSM offers engineering services to assist with troubleshooting, ongoing administration, and feature enhancements of the Cisco Secure Access Platform. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Billed monthly as part of a 12-month term.	100 – 499 users: $12 500 – 999 users: $11.50 1,000 – 4,999 users: $11 5,000 – 9,999 users: $10.50 10,000+ users: $10	Billed monthly per purchasing Agency/Entity.

Category 10 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Zscaler</u>

Service Category: Service Category 10: Secure Access Service Edge (SASE)

Tiered, not to exceed pricing for **<u>initial</u>** term:

Tier	Price	Unit
Zscaler Essentials Platform ZS-ESS-PLATFORM-Secure Internet Access, Private Access for 5% of Users, DLP Basic All Entity Sizes (50 + users)	$90.00	Per user/annually
Zscaler Platform ZS-PLATFORM - All Essentials Features and Private Access for all Users, Source IP Anchoring, Inline Web and GenAI DLP for ZIA and ZPA, Risk Management Standard, Digital Experience (ZDX) Standard, All Entity Sizes (50 + users)	$180.00	Per user/annually
Annual Zscaler Support Essentials Platform ZCES-SUP-ESS Support 24/7 All Entity Sizes (50 + users)	$20.00	Per user/annually
Annual Zscaler Support Plus ZCES-SUP-PLUS 24/7 All Entity Sizes (50 + users) Product support (Monthly support case review);Operational Support (Annual configuration recommendations, Annual Resilience & BCP audits)	$40.00 $40,000/year	Per user/annually & Minimum SKU Spend
Annual Premium Support Services ZCES-SUP-PREM-ADV 24/7 Support; Product support (Weekly support case review, Major incident support); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews)	$40.00 $150,000/year	Per user/annually & Minimum SKU Spend
Annual Premium Support Advanced Plus ZCES-SUP-PREM-ADV-PLUS: 24/7 Support; Product support (Weekly); Operational Support (Quarterly), Strategic (Annual Security/Architecture reviews, Focal Support, Customized Training Plans)	$40.00 $400,000/year	Per user/annually & Minimum SKU, not to exceed $1 Million or 10% of spend (whichever is higher

Add-On Services (**OPTIONAL**) for **initial** term:

Name	Description	Price	Unit
Zscaler Quick Start Implementation – Zscaler Essentials	RSM offers an initial implementation of Zscaler Essentials within your environment remotely. This is foxed on the follow components: Secure Web Gateway Up to 25 URL and Cloud App Rule Configurations, SSL inspection, Sandbox, Isolation, One IdP configuration, DLP standard, client connector deployment guidance. 2 ZPA App Segment Configurations and 1 App Connector.	$10,000	One time cost per contracting or purchasing Agency.
Zscaler Step-Up Implementation – Zscaler Essentials	Includes everything offered in quick start and 100 URL and Cloud App Rule Configurations Advanced Connector Deployment Support – Intune, SCCM, Tanium Package Support Traffic Forwarding Configuration – GRE, PAC, IPSec Bandwidth Control 8 ZPA App Segments and 2 App Connectors NSS Log Configuration.	$44,000	One time cost per contracting or purchasing Agency. .
Zscaler Quick Start Implementation Zscaler Platform	RSM offers an initial implementation of Zscaler Platform within your environment remotely. This is foxed on the follow components: Secure Web Gateway Up to 25 URL and Cloud App Rule Configurations, SSL inspection, Sandbox, Isolation, One IdP configuration, DLP standard, Inline Web DLP and Gen AI DLP, Client Connector deployment guidance. 2 ZPA App Segment Configurations and 1 App Connector, 1 ZPA User Portal ZDX standard – 2 Probes and 1 alerts.	$28,500	One time cost per contracting or purchasing Agency.
Zscaler Step-Up Implementation Zscaler Platform	Includes everything offered in quick start including. 100 URL and Cloud App Rule Configurations Advanced Connector Deployment Support – Intune, SCCM, Tanium Package Support Traffic Forwarding Configuration – GRE, PAC, IPSec Bandwidth Control 8 ZPA App Segments and 2 App Connectors. ZDX standard – 4 Probes and 3 alerts.	$71,500	One time cost per contracting or purchasing Agency.

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Digital Security Solutions

Name	Description	Price	Unit
Zscaler Engineering Services	RSM offers engineering services to assist with troubleshooting, ongoing administration, and features enhancements of the Zscaler ZIA, ZPA, ZDX, and SD-WAN platforms. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month.	$8,880 / 40 Hour Block	Billed as single cost per 40 hour block
ZT-SDWAN-ADV	Annual subscription for ZT SD-WAN Advanced (Virtual appliance) for up to 50 devices (non-OT) per site and 100GB of monthly traffic per site.	$3,600	Per Site / Per Year
ZT-SDWAN-ADV-PLUS-UPGRADE	Annual subscription for ZT SD-WAN Advanced Plus (Virtual appliance) upgrade from ZT SD-WAN Advanced. This includes IoT/OT classification, tagging, IoT policy control, advanced firewall (IPS/IDS) features.	$1,800	Per Site / Per Year
ZT-SDWAN-400	Annual subscription for ZT SD-WAN 400 appliance for up to 200 Mbps of throughput for up to 50 devices (IoT/OT) per site and 100 GB of monthly data transfer per site. (Devices and Data Transfer are aggregated across all sites).	$4,320.00	Per Device / Per Year
ZT-SDWAN- 400-HA	Annual subscription for ZT SD-WAN 400 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 400 SKUs	$720.00	Per Device / Per year
ZT-SDWAN- 600	Annual subscription for ZT SD-WAN 600 appliance for up to 500 Mbps of throughput for up to 100 devices (IoT/OT) per site and 200 GB of monthly data transfer per site.(Devices and Data Transfer are aggregated across all sites).	$6,480.00	Per Device / Per Year
ZT-SDWAN-600-HA	Annual subscription for ZT SD-WAN 600 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 600 SKUs	$2,880.00	Per Device / Per Year
ZT-SDWAN-800	Annual subscription for ZT SD-WAN 800 appliance for up to 1 Gbps of throughput for up to 200 devices (IoT/OT) per site and 400 GB of monthly data transfer per site.(Devices and Data Transfer are aggregated across all sites).	$10,800.00	Per Device / Per Year

Name	Description	Price	Unit
ZT-SDWAN-800-HA	Annual subscription for ZT SD-WAN 800 appliance for high availability; No additional data transfer or device coverage per site; has to be ordered with ZT SD-WAN 800 SKUs	$7,200.00	Per Device / Per Year
ZT-SDWAN-DEV	Annual subscription for ZT SD-WAN for additional devices (up to 2GB additional per device)	$90.00	Per Device / Per Year
ZT-SDWAN-GB	Annual subscription for ZT SD-WAN for 1 GB of additional data transfer	$18.00	Per GB / Per Year
ZS-ZPA-1	Private Access Segmentation: Annual Subscription to Segmentation. Including: App segments (as many as required up to system max), Segmentation Insights, AI/ML powered Segmentation and Virtual Private Service Edges (as many as required, software only), App Segments import (from structured data files)	$45.00	Annually Per User
ZS-ZPA-2	Private Access Segmentation: Annual Subscription to Segmentation. Including: App segments (as many as required up to system max), Segmentation Insights, AI/ML powered Segmentation and Virtual Private Service Edges (as many as required, software only), App Segments import (from structured data files) Private Access App Protection: Annual subscription to Zscaler App Protection (Private Application Protection)	$95.00	Annually Per User

Category 11 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>ServiceNow IRM + TPRM</u>

Service Category: Service Category 11: Governance, Risk, and Compliance (GRC)

Tiered, not to exceed pricing for **initial** term:

NOTE – New Customers without an existing instance of ServiceNow have a minimum Annual Contract Value (ACV) of $55,000.

IRM Solution Comprises of Policy, Compliance, Risk, Issue and Audit management.

Tier	Price	Unit
IRM – Standard - PROD23789	$118.75	QTY 1 – IRM Operator
IRM – Professional - PROD23792	$237.50	QTY 1 – IRM Operator
IRM Lite Operator - PROD23807	$71.25	QTY 1 – IRM Lite Operator
Third-party Risk Management (TPRM) Base - PROD20914	$3,800.00	QTY 1- Module
Third-party Risk Management (TPRM) Standard - PROD20917	$38.00	QTY 1- Transaction

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Implementation Complexity:

Low Complexity: This includes out of the box implementations with updates in fields, layouts, update notifications, dashboards, roles & groups and assisting in data mapping and import. RSM will not sanitize data for import.
Medium Complexity: This includes LOW complexity effort and updating workflows, updating action buttons, using action items, customized dashboards, and reporting.
High Complexity: This includes LOW & MEDIUM complexity effort and integration of solutions with third party application using plugins or APIs.

Name	Description	Price	Unit
ServiceNow Implementation (Low Complexity)	Policy Management	$75,750	One time cost per contracting or purchasing Agency.
	Compliance Management	$102,750	One time cost per contracting or purchasing Agency.
	Risk Management	$102,750	One time cost per contracting or purchasing Agency.
	Audit Management	$52,000	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$64,750	One time cost per contracting or purchasing Agency.
	Issue Management	$52,000	One time cost per contracting or purchasing Agency.
ServiceNow Implementation (Medium Complexity)	Policy Management	$114,000	One time cost per contracting or purchasing Agency.
	Compliance Management	$154,000	One time cost per contracting or purchasing Agency.
	Risk Management	$154,000	One time cost per contracting or purchasing Agency.
	Audit Management	$77,500	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$97,000	One time cost per contracting or purchasing Agency.
	Issue Management	$77,500	One time cost per contracting or purchasing Agency.
ServiceNow Implementation (High Complexity)	Policy Management	$142,500	One time cost per contracting or purchasing Agency.
	Compliance Management	$194,250	One time cost per contracting or purchasing Agency.
	Risk Management	$194,250	One time cost per contracting or purchasing Agency.
	Audit Management	$97,500	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$129,500	One time cost per contracting or purchasing Agency.
	Issue Management	$97,500	One time cost per contracting or purchasing Agency.

Category 11 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>OnSpring GRC</u>

Service Category: Service Category 11: Governance, Risk, and Compliance (GRC)

Tiered, not to exceed pricing for **initial** term:

NOTE – Pricing is per solution, no license limit.

Tier	Price	Unit
Onspring Policy Management	$69,600	QTY 1
Onspring Risk Management	$69,600	QTY 1
Onspring Audit Management	$69,600	QTY 1
Onspring Compliance Mgt	$69,600	QTY 1
Onspring TPRM	$69,600	QTY 1
Onspring Silver Platform Pkg	$40,250	QTY 1

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Implementation Complexity:

Low Complexity: This includes out of the box implementations with updates in fields, layouts, update notifications, dashboards, roles & groups and assisting in data mapping and import. RSM will not sanitize data for import.
Medium Complexity: This includes LOW complexity effort and updating workflows, updating action buttons, using action items, customized dashboards, and reporting.
High Complexity: This includes LOW & MEDIUM complexity effort and integration of solutions with third party application using plugins or APIs.

Name	Description	Price	Unit
OnSpring Implementation (Low Complexity)	Policy Management	$75,750	One time cost per contracting or purchasing Agency.
	Compliance Management	$102,750	One time cost per contracting or purchasing Agency.
	Risk Management	$102,750	One time cost per contracting or purchasing Agency.
	Audit Management	$52,000	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$64,750	One time cost per contracting or purchasing Agency.
	Issue Management	$52,000	One time cost per contracting or purchasing Agency.
OnSpring Implementation (Medium Complexity)	Policy Management	$114,000	One time cost per contracting or purchasing Agency.
	Compliance Management	$154,000	One time cost per contracting or purchasing Agency.
	Risk Management	$154,000	One time cost per contracting or purchasing Agency.
	Audit Management	$77,500	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$97,000	One time cost per contracting or purchasing Agency.
	Issue Management	$77,500	One time cost per contracting or purchasing Agency.
OnSpring Implementation (High Complexity)	Policy Management	$142,500	One time cost per contracting or purchasing Agency.
	Compliance Management	$194,250	One time cost per contracting or purchasing Agency.
	Risk Management	$194,250	One time cost per contracting or purchasing Agency.
	Audit Management	$97,500	One time cost per contracting or purchasing Agency.
	Third Party Risk Management	$129,500	One time cost per contracting or purchasing Agency.
	Issue Management	$97,500	One time cost per contracting or purchasing Agency.

Category 12 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>ServiceNow IT Service & Operations Management</u>

Service Category: Service Category 12: IT Service Management (ITSM)

Tiered, not to exceed pricing for **initial** term:

NOTE – New Customers without an existing instance of ServiceNow have a minimum Annual Contract Value (ACV) of $55,000.

Tier	Price	Unit
IT Service Management – Standard - PROD17243	$95	QTY 1 - Fulfiller
IT Service Management – Professional. - PROD17256	$142.50	QTY 1 - Fulfiller
IT Service Management – Professional Plus - PROD21190	$85.50	QTY 1 - Fulfiller
Business Stakeholder - PROD17800	$33.25	QTY 1- Stakeholder
IT Operations Management - Visibility - PROD14997	$11.40	QTY 1- Subscription Unit
Public Sector Digital Services (PSDS) – Standard - PROD19288	$190.00	QTY 1 - Fulfiller
Public Sector Digital Services (PSDS) – Professional - PROD19290	$285.00	QTY 1 - Fulfiller
Public Sector Digital Services (PSDS) – Professional Plus - PROD21238	$171.00	QTY 1 - Fulfiller
Impact Guided – Public Sector PROD22567	10% of ACV (Annual Contract Value) Min $10K/Year	QTY 1
Impact Advanced – Public Sector PROD22568	20% of ACV (Annual Contract Value) Min $500K/Year	

Add-On Services (**OPTIONAL**) for **initial** term:

Implementation Complexity:

Low Complexity: This includes out of the box implementations with updates in fields, layouts, update notifications, dashboards, roles & groups and assisting in data mapping and import. RSM will not sanitize data for import.
Medium Complexity: This includes LOW complexity effort and updating workflows, updating action buttons, using action items, customized dashboards, and reporting.
High Complexity: This includes LOW & MEDIUM complexity effort and integration of solutions with third party application using plugins or APIs.

Name	Description	Price	Unit
ServiceNow Implementation ITSM & ITOM Implementation (Low Complexity)	Oversight, Kickoff, and Preworkshop Preparation	$24,000.00	One time cost per contracting or purchasing Agency.
	(Sprint) 0 - Environmental Factors and Estimate Alignment to Stories	$22,000.00	One time cost per contracting or purchasing Agency.
	**Iterative Development Epics	$108,500.00	One time cost per contracting or purchasing Agency.
	UAT, Environment Promotions, Reserved Hours and Post Deployment Support	$35,500.00	One time cost per contracting or purchasing Agency.
	Training and Deployment	$12,500.00	One time cost per contracting or purchasing Agency.
	ITOM/Discovery	$86,500.00	One time cost per contracting or purchasing Agency.
ServiceNow Implementation ITSM & ITOM Implementation (Medium Complexity)	Oversight, Kickoff, and Preworkshop Preparation	$36,000.00	One time cost per contracting or purchasing Agency.
	(Sprint) 0 - Environmental Factors and Estimate Alignment to Stories	$33,500.00	One time cost per contracting or purchasing Agency.
	**Iterative Development Epics	$163,000.00	One time cost per contracting or purchasing Agency.
	UAT, Environment Promotions, Reserved Hours and Post Deployment Support	$54,000.00	One time cost per contracting or purchasing Agency.
	Training and Deployment	$18,750.00	One time cost per contracting or purchasing Agency.
	ITOM/Discovery	$130,000.00	One time cost per contracting or purchasing Agency.
ServiceNow Implementation ITSM & ITOM Implementation (High Complexity)	Oversight, Kickoff, and Preworkshop Preparation	$72,000.00	One time cost per contracting or purchasing Agency.
	(Sprint) 0 - Environmental Factors and Estimate Alignment to Stories	$66,500.00	One time cost per contracting or purchasing Agency.
	**Iterative Development Epics	$325,500.00	One time cost per contracting or purchasing Agency.
	UAT, Environment Promotions, Reserved Hours and Post Deployment Support	$106,500.00	One time cost per contracting or purchasing Agency.
	Training and Deployment	$37,500.00	One time cost per contracting or purchasing Agency.
	ITOM/Discovery	$192,000.00	One time cost per contracting or purchasing Agency.

Category 13 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Tenable Vulnerability Management</u>

Service Category: Service Category 13: Vulnerability Assessment and Management

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Small Entity (100 – 4,999 assets)	$31.50	Per asset / annually
Medium Entity (5,000 – 16,999 assets)	$18.54	Per asset / annually
Large Entity (17,000+ assets)	$10.13	Per asset / annually

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Quick Start Implementation	We provide an accelerated implementation to establish an initial baseline for Tenable Vulnerability Management. This includes configuring the platform, creating a single scan schedule (pending provided credentials) for IT asset discovery, and delivering knowledge transfer for effective use. The scope focuses on IT assets and discovery scans, enabling rapid deployment and immediate value realization.	Small Entity: $25,000 Medium Entity: $36,000 Large Entity: $55,000	One time cost per contracting or purchasing Agency.

Name	Description	Price	Unit
Engineering Services	RSM provides targeted cyber engineering services to assist agencies with administering their integrated Vulnerability Detection and Prioritization. RSM resources will be supplied to perform tasks at the direction of an assigned customer leader. Customers will receive a set number of support hours per month. This includes example services such as creating new scan schedules, scanning additional asset types (web apps, OT), and addressing false positives. Billed monthly as part of a 12-month term.	Tier 1 (24 hrs/month): $5,500 (monthly) Tier 2 (40 hrs/month): $8,500 (monthly) Tier 3 (60 hrs/month): $12,250 (monthly))	Billed monthly per purchasing Agency/Entity.

Category 14 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>Anomali</u>

Service Category: Service Category 14: Cybersecurity Threat Intelligence (CTI)

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Threat stream sub 3000 employees	$60,000	1 unit annually
Threat Stream over 3000 employees	$100,000	1 unit annually
Copilot Essential	$60,000	1 unit annually

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Small Deployment	Deployment of, and initial setup of the Anomali platform, including basic SSO setup, configuration of integrator for up to three connections, and a post deployment handoff meeting to the agency (ServiceNow/ITSM integration is feasible but not included in this scope).	$30,100	One time cost per contracting or purchasing Agency.
Name	Description	Price	Unit
Medium Deployment	Deployment of, and initial setup of the Anomali platform, including basic SSO setup, configuration of integrator for up to six connections, and a post deployment handoff meeting to the agency (ServiceNow/ITSM integration is feasible but not included in this scope)	$55,250	One time cost per contracting or purchasing Agency.
Large Deployment	Deployment of, and initial setup of the Anomali platform, including basic SSO setup, configuration of integrator for up to ten connections, and a post deployment handoff meeting to the agency (ServiceNow/ITSM integration is feasible but not included in this scope).	$85,400	One time cost per contracting or purchasing Agency.

Category 16 Price Proposal

Respondent: <u>RSM US LLP</u>

Solution Proposed: <u>RSM Defense</u>

Service Category: Service Category 16: Enterprise Security Log Management, Analytics, and Response

Tiered, not to exceed pricing for **initial** term:

Tier	Price	Unit
Platform Fee (applied to all tiers)	$1,035	Per month flat fee
Small Entity (100 - 4,999 assets)	$30.00	Per asset per month
Medium Entity (5,000 – 16,999 assets)	$25.00	Per asset per month
Large Entity (17,000+ assets)	$20.00	Per asset per month

<u>Add-On Services (**OPTIONAL**) for **initial** term</u>:

Name	Description	Price	Unit
Additional Cloud Log Source	Collection and aggregation of an entity specific cloud log source e.g. Cloud Security Posture Management platform	$135.00	Per source per month