5.6. Section Six - Cost & Payment Terms

TIER 1 – Fully Managed Splunk Enterprise Security

Kinney Group is well positioned to provide full-time management of SIEM, including services necessary to meet the objectives with the assumption that City resources are not available to share in the execution of managing the SIEM.

Description	Term	Cost in $
TIER 1 Fully Managed Splunk Enterprise Security	12 Months	$91,352.00
Deployment Fee	1 time	$2,973.00
		TOTAL = $94,325

NOTE: Tier 1 provides full access to Kinney Group's Technical Operations Center (Levels 1-3) for the duration of the term). This Tier of managed services includes a Customer Success Manager with monthly reporting and quarterly on-site service reviews. It also includes a one-day, on-site custom training course for up to 12 personnel (content to be determined in conjunction with customer).

TIER 2 – Co-Managed Splunk Enterprise Security

The co-managed service proposed provides the same access to Kinney Group's Technical Operations Center (Levels 1-3) but at a condensed level, with access planned at an average of four full days per month (averaged at one day per week). KGI would work with City staff to provide the co-managed services necessary to meet objectives virtually/remotely. This solution is a cost-effective way for the City to gain the most value from their Splunk instance, receive the support the City needs and would be the shortest path to ROI.

Description	Term	Cost in $
TIER 2 – Co-Managed Splunk Enterprise Security	12 Months	$62,277.00
Deployment Fee	1 time	$2,973.00
	12 Month TOTAL	$65,250.00
Description	Term	Cost in $
TIER 2 – Co-Managed Splunk Enterprise Security	6 Months	$35,892.00
Deployment Fee	1 time	$2,973.00
	6 Month TOTAL	$38,865.00

NOTE: This Tier of managed services includes a Customer Success Manager with monthly reporting and quarterly on-site service reviews. It also includes a half-day, remote custom training course for up to 12 personnel (content to be determined in conjunction with customer).

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20

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TIER 3 – Splunk Enterprise Security Retainer

As an enhancement to the on-going Virtual Admin / Expertise on Demand solution KGI's "Power Packs" would solve Tier 3 requirements. These add-on services are available when needed for higher level engineering tasks and support. This service would also come with a monthly Health Check.

Description	Term	Cost in $
Virtual Admin + Power Packs	12 Months	$37,200.00
Virtual Admin + Power Packs	6 Months	$18,600.00

Note: This Virtual Admin level is access to our Technical Operations Center - expertise on demand - in a not to exceed average of 1 full day availability per month (averaged at a ¼ day per week) for the term of engagement. The Power Pack service provides access to up to 1 day per month (for duration of term) of Consultant 2 level resources for enhanced expertise.

SOC Service:

KGI's partner's custom-tailored 24/7/365 approach to addressing Client's security operations center, alerting and monitoring needs.

Description	Term	Cost in $
Continous 24/7/365 SOC Services	12 Month	$39,100.00
SOC Deployment Fee	1 Time	$5,780
		TOTAL = $44,880.00
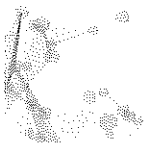
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Certitfied Training Packages from Splunk:

Kinney Group can provide access to the following Splunk Certified training programs for the City of Columbus, all delivered on-site in person. The below training packages once delivered and successfully passed by students will earn the official accreditation form Splunk.

Splunk Certified Course Description	Term	Cost in $
Class		**$$$**
Using Splunk V6, Onsite, Maximum 12 students, T&E not included		$4,000
Using Splunk Enterprise Security V4, Onsite, Maximum 12 students, T&E not included		$8,000
Searching and Reporting with Splunk V6, Onsite, Maximum 12 students, T&E not included		$8,000
Creating Splunk Knowledge Objects, Onsite, Maximum 12 Students		$8,000
Splunk Admin Certification V6 Track (Using, Know Obj, S & R, Admin), Onsite, Maximum 12 students, T&E not included		$40,000
Administering Enterprise Security V4, Onsite, Maximum 12 students, T&E not included		$10,500

Kinney Group Custom Training:

Kinney Group will be happy to provide custom training to the City of Columbus. Scoping of courses needed and individual roles associated with use and Splunk privilege will be identified. Recommendations will be based on size and scope of training.

Kinney Group Splunk Training	Term	Cost in $
Class		**$$$**
One day onsite custom training, T&E not included	1 day	$1,800

Typical recommendation for Splunk training by learning path would be:

Courses for Power User Certification (Per Person)		
Using Splunk	$500.00	1 Credit
Searching and Reporting with Splunk	$1,000.00	2 Credits
Creating Splunk Knowledge Objects	$1,000.00	2 Credits
Infrastructure Overview (eLearning)	$100.00	

Courses for Enterprise Security Customers (Per Person)		
Splunk Tutorial (eLearning)	FREE	
Using Splunk	$500.00	1 Credit
Searching and Reporting with Splunk	$1,000.00	2 Credits
Creating Splunk Knowledge Objects	$1,000.00	2 Credits
Advanced Dashboards and Visualizations	$1,500.00	3 Credits
Advanced Searching and Reporting with Splunk	$1,500.00	3 Credits
Using the Splunk App for Enterprise Security	$1,000.00	2 Credits
Splunk Administration	$2,500.00	5 Credits
Building Add-Ons (eLearning)	FREE	
Architecting and Deploying Splunk	$1,500.00	3 Credits
Administering the Splunk App for Enterprise Security	$1,500.00	3 Credits

Travel

No on-site travel is expected within the Tier 1 and Tier 2 service, except for a quarterly service review with the Customer Success Manager and the included one-day on-site training in the Tier 1 service. All other travel would be conducted as pass through using approved GSA rates. As KGI is within driving distance, all additional travel costs are likely nominal.

Kinney Group - Travel Pricing for Training Services - City of Columbus RFQ005948

Quarterly service review with the Customer Success Manager and the included one-day on-site training in the Tier 1 service are all included in the set price and have no extra cost to the City.

Training Courses:

Splunk General Users:

Objective	
Splunk User-focused Training	4 days

Splunk Security Users:

Objective	
Splunk Security User-focused Training	2 days

Objective	
Splunk Security Administration-focused Training	3 days

Associated Training Travel Cost Total: **$3,500***

*This is a travel pricing estimate and may change +/- 20%

All additional travel would be conducted as pass through. As KGI is within driving distance, all additional travel costs are likely nominal. The travel quotes are for training delivered by KGI employees.