

CITY OF COLUMBUS

Pricing Information



January 2023

Pricing Disclaimer

The fixed fee pricing structure outlined within this section is based on our current understanding on the City's needs and is subject to further scoping with the City upon contract award. The provided prices are built to be scalable to help the City understand potential costs based on approach options provided for each project.

Provided prices are for year one. As scope and effort are finalized, RSM can provide estimated costs for subsequent years where required by the City.

Additionally, RSM has included the proposed timeline slide to map the references for each phase within the corresponding slides.

Proposed Timeline

Core Project Phases	JAN				FEB				MAR				APR				MAY				JUN				JUL				AUG				SEP				OCT				NOV				DEC			
Planning																																																
Project A																																																
A.1 – GRC Selection																																																
A.2 – GRC Implementation																																																
Project B																																																
B.1 – NIST CSF for Agencies																																																
B.2 – SSP Development																																																
Project C																																																
C.1 – 800-53 Assessments																																																
C.2 – Penetration Testing																																																
Project D																																																
D.1 – System Efficacy																																																
Project E																																																
E.1 – Planning and Tabletops																																																
E.2 – IR Retainer Services																																																
Project G																																																
Project Management																																																

Project A: Governance, risk and compliance products and services

RSM has provided price options to assist the City with selection and implementation of a GRC solution.

	Level of Review	High Level Description	Number of GRC Vendors	Cost	Key Assumptions
A.1	GRC Product Selection	Document business requirements, develop use cases, and conduct vendor evaluations.	2	\$42,000	- Based on requirements, RSM will suggest GRC vendors however, the City will be responsible for finalizing the list of GRC vendors for evaluation - The City will be responsible for the final decision on GRC vendor selection - The City will identify GRC stakeholders to be interviewed by RSM during requirements gathering - GRC evaluations will be limited to facilitated product demos and not include sandbox proof of concepts
	Additional GRC Vendors	RSM will conduct additional vendor evaluations against the City's requirements	1	\$12,500	

	Per GRC Module Complexity	Complexity Description	Range of Hours	Number of Workflows	Cost Per Module	Key Assumptions
A.2	Low	Stand alone module without system integrations and minimal workflows. Out-of-the-box deployment, no customizations.	500-700	Less than 3	\$156,000	- GRC modules will be limited to those that enable 1) security planning, assessment and compliance management, 2) cybersecurity risk management, 3) supply chain and vendor risk management and 4) governance risk management - The number of integrations with other systems will not exceed 3 - UAT will be limited to two (2) rounds; an initial UAT, and then a secondary round, if necessary, after defects are resolved
	Medium	Module integrated with other modules with at least one system integration. Could include some minor customization without affecting out-of-the-box functionality.	900-1100	3-5	\$208,000	
	High	Multiple modules integrated with several system integrations. Could include more significant customization.	1200-1600	More than 5	\$260,000	
	Licensing	Cost of licensing the selected GRC tool.	N/A	N/A	\$30,000*	RSM will be responsible for licensing with the GRC vendor selected by the City for the first year then the City will be responsible for year two and beyond licensing

* - Licensing cost has been updated to reflect a per module model



Project B: IT security governance assessment services

Pricing by City agency will be determined based on the complexity rating as defined by the parameters within the table.

	Complexity	Number of Employees	System Location	IT Function	Number of Interviews	Cost	Key Assumptions
B.1	Very Low	0-25	On-Premise	DoT Services	1-5 people	\$20,000	A majority of IT and security services are provided by DoT
	Low	25-50	On-Premise or Cloud	DoT Services	6-10 people	\$28,000	Assessment based on the NIST Cybersecurity Framework (CSF)
	Medium	51-100	Mix of On-Premise or Cloud (1 provider)	Centralized	11-15 people	\$38,000	- Assessments will not include control assessments, limited to review of documentation and interviews only - The City will provide coordination at least initial communication with agency stakeholders
	High	100+	Mix of On-Premise or Cloud (multiple providers)	Mix of Centralized and Decentralized	16-20 people	\$41,000	- Agency IT and security stakeholders will be readily available to RSM for the duration of each individual assessment - Includes an application inventory mapping for each in-scope agency

B.2	Tasks	High Level Description	Cost Per Application	Key Assumptions
	System Security Plan Development	Document information types, assign impact values and system impact baseline for each in application.	\$1,050	- Cost per application includes information discovery, assignment of values/baselines, and review with stakeholders for validation - Application / system owners will be readily available to provide information regarding managed assets - RSM will not use data discovery tools and will rely on the candidness of City and agency personnel

Project C: Information system security assessment services

Pricing by NIST 800-53 control, based on extent of testing, is defined by the parameters within the table below. Additionally, RSM has provided pricing for penetration testing based on number of assets while differentiating external and internal costs. To drive cost efficiency, RSM recommends minimizing the number of individual penetration tests to group as many IP addresses as possible into as few tests as possible.

	Extent of Testing	Description	IT Function	Number of Interviews	Cost Per Asset	Key Assumptions
C.1	Inquiry Only	Control review is limited to interview narrative only whereby RSM relies on the candor of City and agency personnel.	Hybrid DoT Services & Agency Services	1-8	\$18,255	- Controls exclude program management and privacy controls, total controls limited to 159 - Approximately 15% (24) of the controls are common (e.g., DoT) and only require testing one
	Test of Design	Control review includes inspection of evidence and observation to determine if control design is in place.	Hybrid DoT Services & Agency Services	8-12	\$36,450	
	Test of Effectiveness	Perform evidence collection and documentation using a consistent sampling methodology to determine effectiveness.	Hybrid DoT Services & Agency Services	More than 12	\$72,900	

	External Pen Test Description	IP Address Range	Cost Per Pen Test	Key Assumptions	Internal Pen Test Description	IP Address Range	Cost Per Pen Test	Key Assumptions
C.2	IP addresses that are accessible from the internet, including Cloud deployed systems	Less than 5	\$9,000	- Where permissions are required to access external IPs (e.g., Cloud deployed systems with network access controls) the City will provide access - Testing can be performed from RSM network(s)	IP addresses that are only accessible from inside the network	Less than 256	\$10,000	- Testing can be performed remotely using Nomad devices - The City will provide connectivity to testing appliances
		5-50	\$13,000			256-1024	\$15,000	
		More than 50	\$17,000			More than 1024	\$18,000	

Project D: IT assessment services

RSM will perform and document the current and future efficacy of IT Systems during **Project C: Information system security assessment services**.

Project E: Cybersecurity incident response services

Based on the RFI, RSM has provided a price options for an incident response program review and conducting tabletops scenarios with the City. If reviews are needed for each agency, RSM will work with the City to provide pricing updates.

	Level of Review	High Level Description	Number of Interviews	Cost	Key Assumptions
E.1	Tabletop Exercise for One Scenario	Select one scenario and perform two collaborative tabletop exercises with the City	3-6 people	\$26,000	- City has clearly designed / assigned stakeholder roles (e.g., handler, legal, compliance, and external relations) - Based on the selected scenario(s), relevant stakeholders will be readily available - The two tabletops are technical (non-executive) in nature - Scope is limited to the City level and doesn't include agencies
E.2	Incident Response Retainer Services	- Digital forensics and incident response - Legal management - Crisis management communications	N/A	\$125,000*	- Legal management will have to be contracted individually using a law firm identified by the City or RSM - Scope is limited to the City level and doesn't include agencies
	Crisis Management annex specific to cybersecurity	Annex will support and integrate with existing City of Columbus crisis communication protocols and procedures	8-12 people	\$60,000	- City has defined a crisis communication procedure or protocol - Coordination with Department of Emergency Management will be required - Timely access to existing documentation and appropriate personnel - Aligned to the Incident Response Program/Plan - Scope is limited to the City level and doesn't include agencies

* - Legal management will need to be scoped and contracted independently. As we are unaware of City agreements, we can recommend a few law firms or the City can select from existing relationships. We will work with them as outlined in the technical proposal.