

CableLabs[®]

**Request for Proposal
for
PacketCable[™] Architecture Security
Assessment**

October 23, 2006

Responses due November 6, 2006

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PART A Table of Contents

PART A	TABLE OF CONTENTS	3
PART B	GENERAL INFORMATION SHEET	4
PART C	ADMINISTRATIVE AND CONTRACT INFORMATION	5
C.1	Overview	5
C.2	Confidentiality	5
C.3	Proposal Submission and Timing	6
C.4	Intention to Bid.....	6
C.5	Proposal Schedule and Delivery.....	6
C.6	Use Third Parties to Respond to this RFP	8
C.7	Ownership and Release of Information.....	8
C.8	Authorized Signature and Warranties	9
C.9	Contract Terms.....	9
C.10	Additional Information	9
C.11	FACTORS BEARING ON RFP ACCEPTANCE.....	9
C.12	Negotiations with Offerors	10
PART D	SPECIFICATIONS AND REQUIREMENTS	11
D.1	General Description of Services Sought by CableLabs	11
D.2	Business Capability and Mandatory Technical Requirements	13

PART B General Information Sheet

RFP TITLE: **CableLabs PacketCable Security Assessment RFP**

SUBMISSION DEADLINE: **November 6, 2006**

SUBMISSION ADDRESS:
CableLabs PacketCable Security Assessment RFP
CableLabs
858 Coal Creek Circle
Louisville, Colorado 80027-9750

GENERAL SUMMARY: CableLabs, on behalf of its members, desires to have an independent security assessment of the PacketCable architecture. This security assessment is to include a threat analysis, architecture and protocol analysis, vulnerability analysis and risk evaluation.

BASIC INSTRUCTIONS TO PROSPECTIVE OFFERORS: This RFP (and its exhibits, if any) sets forth details regarding the products or services requested by CableLabs under this RFP. However, those entities that respond to this RFP (also referred to as "Offerors") should carefully review all terms and conditions set forth throughout the attached documents.

PART C Administrative and Contract Information

C.1 Overview

Cable Television Laboratories, Inc. (CableLabs) is a non-profit research and development consortium of cable television system operators. The organization acts as a clearinghouse to provide information on current and prospective technological developments that are of interest to the cable industry.

The mission of CableLabs is to help cable television operators capitalize on new technologies in order to offer new and better services to their customers.

In this Request for Proposal (RFP), CableLabs is seeking the services of a third-party to undertake a security assessment of the PacketCable2.0 architecture. The security assessment will include a threat analysis, architecture and protocol analysis, vulnerability analysis, and risk evaluation.

In your proposal, you **MUST** provide accurate and clear information regarding the ability to deliver the security assessment services, complete pricing information for the named services for the sales requirements and additional information required by the administrative section.

Respondents to this RFP may receive feedback, questions or requests from CableLabs for meetings to present and discuss their proposals. Respondents or other entities may be selected for further evaluation against the responses to this RFP.

The proposal you submit to CableLabs in response to this RFP is considered an offer and such offer, which is to include sales and pricing information as described herein, **MUST** remain valid until May 3, 2007 (as defined below).

Commencement of contract negotiations is not an indication of a CableLabs PacketCable security assessment vendor selection. CableLabs may cease any contract negotiations and/or contract with another potential PacketCable security assessment vendor at anytime without liability. Neither CableLabs nor its members shall incur any obligation or liability arising from or related to the issuance of this RFP.

Within this RFP, statements that contain “**MUST**” are requirements, and responses should be in the form of “comply” or “non-comply” with detailed explanations. Statements that contain “**SHOULD**” are recommended or desired, and responses should also be in the form of “comply” or “non-comply” with some explanations. Note that many requirements may require lengthy explanation rather than a simple comply or non-comply answer. Please attach any appropriate materials to aid in the explanations.

CableLabs invites your organization to submit a proposal to CableLabs in response to the RFP. The enclosed documentation explains CableLabs’ requirements and includes detailed instructions regarding how prospective companies, like your organization, may submit proposals for CableLabs’ and their member’s consideration. If your company is interested in submitting such a proposal, please note that it must be completed and received by CableLabs no later than the RFP Proposal Due Date (as defined below).

C.2 Confidentiality

CableLabs intends to share your technical responses to this RFP with its member companies. You hereby acknowledge and agree that (a) your proposal shall not contain any confidential or proprietary information and (b) CableLabs, its member companies, and any other entities to whom CableLabs may provide information in this RFP may not necessarily treat any information you provide as confidential information. Consequently, while CableLabs does not intend to share your responses with any other vendor, if your response contains confidential information, CableLabs can offer no assurances that the confidentiality of such will be maintained.

C.3 Proposal Submission and Timing

The following section provides specific instructions with respect to completing and submitting the proposal response to this RFP. The completed proposal is due by 5 p.m. Mountain Standard Time on November 6, 2006 (the "RFP Response Deadline").

All proposals must include appropriate contact names and information on the first page of the proposal.

By submitting a proposal, an Offeror represents that:

- The Offeror has examined and understands this RFP, and acknowledges receipt of any and all addenda or exhibits issued by CableLabs;
- The Offeror understands that its proposal is based upon the requirements described in this RFP, as amended by any and all addenda or exhibits issued by CableLabs, in CableLabs sole and absolute discretion;
- All terms, conditions and reservation of rights set forth in this RFP, including all those stated in any Appendices, Addenda, Exhibits, and Attachments, are accepted and agreed to by the Offeror and incorporated in the Offeror's proposal except for those terms, conditions or reservation of rights the Offeror has stated as an explicit exception to in its proposal that has been agreed to and accepted by CableLabs, in its sole and absolute discretion;
- The Offeror possesses or can obtain the technical capabilities, financial resources, and personnel necessary to provide the necessary services.

C.4 Intention to Bid

All prospective Vendors intending to submit a response to this RFP should inform CableLabs in writing by 5 p.m. Mountain Daylight Savings Time on October 27, 2006 through an Intent to Bid letter. The Intent to Bid letter serves as your notification to CableLabs of your intention to bid. It shall be sent by certified mail or by nationally recognized courier such as Federal Express, UPS or Airborne Express and by electronic mail to the address listed below using the return receipt email option. Any Offeror that submits a response to this RFP agrees to provide the technical response and sales information to any CableLabs' Member that requests it.

Decisions not to bid will not prejudice the non-bidding company in any way. It is requested that companies electing not to bid inform the CableLabs as soon as possible.

C.5 Proposal Schedule and Delivery

Proposal Schedule	
Activity	Due Date
RFP Sent	October 23, 2006
Intention to Bid Submitted	October 27, 2006
RFP Questions	October 27, 2006
Responses to RFP Questions	November 3, 2006
RFP Response Deadline (Proposal Due Date)	November 6, 2006
Selection of Vendor	November 9, 2006
Commencement Date of Work	November 13, 2006
Completion of Work	December 31, 2006
Validity of Pricing Proposal Expires	May 3, 2007

CableLabs reserves the right to change the schedule or cancel the RFP completely. The schedule may be altered to take into account any necessary clarification as well as time needed to accomplish the various levels of review. CableLabs will send notification of any change in the schedule to all Offerors who have submitted an Intent to Bid letter.

CableLabs' receipt of all response material will be expected by the dates specified above dates or elsewhere in this RFP. No response or additional material will be accepted after the specified dates, unless requested or otherwise permitted by CableLabs or its member companies.

Responses to this RFP must be delivered as three (3) paper copies in separate binder clearly marked 1 through 3 and one (1) electronic copy to the following address (in Microsoft Word format and Microsoft Excel format for Part F). Respondent assumes all risk of loss in the delivery of its proposal. While CableLabs will use best efforts to safeguard proposals in its possession, custody or control, CableLabs assumes no responsibility for lost or misdirected Respondent proposals.

CableLabs PacketCable Security Assessment RFP
Cable Television Laboratories, Inc.
858 Coal Creek Circle
Louisville, Colorado 80027-9750
s.dotson@cablelabs.com

C.5.1 Extension of Closing and Other Dates

CableLabs retains the right to grant or deny any or all requests for extensions of the date and time designated for the receipt of proposals. If an extension of the date and time designated for the receipt of proposals is deemed appropriate, that extension will be granted to all Offerors and the proposal schedule will be amended appropriately.

CableLabs retains the right to change any and all of the dates indicated in this RFP, including the date and time designated for the receipt of proposals. CableLabs will endeavor to communicate schedule changes as follows:

- a. If CableLabs issues a schedule change prior to the date and time designated for the receipt of Intent to Bid letters, any such schedule change may be distributed in the form of written addenda to all firms invited to submit proposals.
- b. If CableLabs issues a schedule change in the period that begins with the date and time designated for the receipt of Intent to Bid letters and ends on the date and time designated for the receipt of proposals, any such schedule change may be distributed in the form of written addenda to all firms from which CableLabs has received an Intent to Bid letter.
- c. If CableLabs issues a schedule change after the date and time designated for the receipt of proposals, any such schedule change may be distributed in the form of written addenda to all firms who have submitted proposals.

Notification of a schedule change may be faxed or delivered via electronic mail, with written confirmation to be delivered by courier or by certified or express mail.

C.5.2 Late Proposals

Late proposals may be accepted at the discretion of CableLabs. If late proposals are accepted by one vendor, then all vendors should have the opportunity for additional time.

C.5.3 Suspension or Cancellation of this RFP

CableLabs reserves the right to suspend for an indefinite period of time, or completely cancel this RFP at any time for any reason. Should CableLabs exercise this right, all Offerors to whom this RFP was sent will be notified by courier, certified or express mail. Offerors must expeditiously return the RFP to CableLabs, without making copies or distributing to any other parties.

C.5.4 RFP Questions

Questions regarding this RFP should be submitted in writing to:

CableLabs PacketCable Security Assessment RFP
Cable Television Laboratories, Inc.
858 Coal Creek Circle
Louisville, Colorado 80027-9750
s.dotson@cablelabs.com

Questions must be submitted via email with a Subject line starting with: [CableLabs PACKETCABLE SECURITY ASSESSMENT RFP] RFP Questions From <your_company_name> Additionally, questions may also be delivered by courier or by certified or express mail.

Questions received will be answered in writing. Answers to questions from any Offeror will be provided to all Offerors. No further questions will be accepted after 5 p.m. Mountain Time on October 27, 2006. Please provide the name, address, telephone, e-mail addresses, and fax numbers for the vendor contact that should receive answers to questions. CableLabs is not obligated, but may choose to answer any inquiries received after 5 p.m. Mountain Time on October 27, 2006. CableLabs will attempt to answer all questions by November 3 5 p.m. Mountain Time; however CableLabs is not obligated to answer questions within that time frame.

C.6 Use Third Parties to Respond to this RFP

C.6.1 Recipient distribution of RFP

An Offeror shall not distribute the RFP to other parties without first notifying CableLabs of its intentions to do so in writing and receiving permission from CableLabs in writing. Any such notification must be sent to CableLabs at the addresses, e-mail, or fax number indicated above. The purpose of this notification is to assure that all Offerors receiving this RFP will also receive any addenda that might be due them. CableLabs reserves the right, in its sole discretion, to distribute copies of the RFP to additional vendors (i.e. third party and subcontracting resources hired by the Offeror) recommended by the Offeror.

C.6.2 Third-Party Participation

An Offeror may include, as a part of its proposal, work from contractually obligated third parties. However, the Offeror will remain fully responsible for all such work as though such work were performed by the Offeror. Third parties must be fully identified in the proposal by providing their names, addresses, corporate and management information, financial information, and any other information that would enable CableLabs to evaluate them on the basis of the responsibility criteria defined later in this RFP.

CableLabs and its Members will review only those proposals from Offerors deemed to be responsible by CableLabs and its Members at their discretion. Where, in the judgment of CableLabs and its Members, a phase of the contract, or a substantial portion of a phase, is to be performed by a Subcontractor, the Subcontractor must also be judged responsible by CableLabs and its Members. This judgment shall in no way relieve an Offeror of its responsibility for Subcontractors.

C.7 Ownership and Release of Information

C.7.1 Ownership of proposals

All proposals and other material submitted will become the property of CableLabs and its members.

C.7.2 Release of Information

If any Offeror is selected for services, CableLabs will directly notify the Offeror of their selection and work with said Offeror for the appropriate contract negotiations.

- a. By submitting a proposal, Offeror agrees, notwithstanding any reservations or statements in such proposal to the contrary, to the release of any information in such proposal without notification.

CableLabs and its member's hereby disclaim any and all liability for disclosure of any information provided by Offeror in response to this RFP.

- b. CableLabs and its Members may, however, choose to keep all, or portions of, a proposal confidential.

C.8 Authorized Signature and Warranties

C.8.1 Signature

The proposal must be signed by an authorized representative of the Offeror and submitted with the Offeror's proposal. Proposals must also identify each individual authorized to commit the Offeror with respect to proposal clarifications and negotiations.

C.8.2 Warranties

Offeror represents and warrants to CableLabs that

- a. It has all necessary right, power and authority to enter into this Agreement and the other agreements contemplated herein;
- b. It will comply will all laws applicable to its activities under this Agreement, including without limitation the laws and regulations governing export control or the establishment of services; and
- c. Entering into this Agreement, granting the rights contained herein, and disclosing any confidential information hereunder will not conflict with any agreement with any third party.
- d. Offeror covenants that it will make no warranties to any third parties about CableLabs' products and/or services that CableLabs does not expressly authorize in a writing signed by CableLabs.

C.9 Contract Terms

By submitting a proposal, Offeror agrees to the terms and conditions listed within this RFP. Any exceptions requested by Offeror to the terms and conditions must be designated in a Statement of Exceptions section.

C.10 Additional Information

The Offeror may include any documentation or reference information deemed relevant to the overall evaluation of the Offeror's response.

C.11 FACTORS BEARING ON RFP ACCEPTANCE

C.11.1 Factors Bearing on RFP Acceptance

Factors bearing on an RFP's acceptance include, but may not necessarily be limited to, the following items, listed without reference to priority, as judged by CableLabs and its members:

- a. An assessment of the Vendor's ability to deliver the indicated service in accordance with the specifications set out in this RFP;
- b. Offeror's ability to comply with the required or proposed delivery or performance schedules, taking into consideration all existing business commitments;
- c. Offeror's record of integrity and business ethics as evaluated by CableLabs and its Members in their absolute and sole discretion;
- d. The Offeror's real or perceived conflicts of interest in providing the required services in a neutral and nondiscriminatory manner in accordance with federal regulations;
- e. Offeror's organization, experience, accounting and operational controls and technical skills or the ability to obtain them;
- f. Availability of sufficient high quality Vendor personnel with the required skills and experience for the specific approach proposed.

C.11.2 Insurance

The Offeror **MUST** carry all necessary insurance as required under applicable law for their performance in accordance with this RFP. The Offeror should provide information pertaining to their insurance type and terms.

C.11.3 Rejection of RFP with or without Cause

Notwithstanding the above, CableLabs and Authorizing Parties may reject any proposal for any reason or for no reason at all.

C.11.4 Organizational Conflicts of Interest

Without limiting in any way CableLabs or its Members' discretion to accept or reject proposals, Offerors are advised that CableLabs and its Members may consider any of the following reasons sufficient for the disqualification of an Offeror and the rejection of its proposals:

- a. Evidence of unlawful collusion with other Offerors;
- b. Being in default, arrears or breach of contract with CableLabs or its members as judged by CableLabs and its members, or in litigation with CableLabs or its members thereon, or having defaulted on or breached a previous contract with CableLabs or its members during the previous three years; and
- c. Real or perceived conflicts of interests in providing the required service to multiple manufacturers in a neutral a nondiscriminatory manner.

C.12 Negotiations with Offerors

C.12.1 Negotiations

CableLabs and its Members may, but are under no obligation to, seek clarification of proposals or conduct negotiations with those Offerors whose proposals are considered competitive. Negotiations with an Offeror shall not constitute acceptance or rejection of the Offeror's proposal nor a counteroffer. It should be noted that if an Authorizing Party chooses to conduct negotiations, such negotiations **MUST** be completed prior to contract award.

C.12.2 Concurrent Negotiations

CableLabs reserves the right to enter into contract negotiations with more than one prospective Offeror and to terminate negotiations with any prospective vendor and undertake negotiations with other prospective Offerors at any time.

PART D Specifications and Requirements

Organization of Part D - Project Specifications and Requirements of this RFP

Part D is organized as follows:

Section D.1	General Description of Services Sought by CableLabs
Section D.2	Business Capability and Mandatory Technical Requirements

D.1 General Description of Services Sought by CableLabs

CableLabs is seeking the services of a third party to undertake a security assessment of the PacketCable Architecture. The security assessment will include a threat analysis, architecture and protocol analysis, vulnerability analysis, and risk evaluation. The security assessment will allow PacketCable staff and vendors to gain a better understanding of potential risks and vulnerabilities to the PacketCable protocols and architecture, and determine if the security measures currently used to mitigate risks and vulnerabilities are sufficient and acceptable.

CableLabs

Founded in 1988 by members of the cable television industry, Cable Television Laboratories is a non-profit research and development consortium that is dedicated to pursuing new cable telecommunications technologies and to helping its cable operator members integrate those advancements into their business objectives. Cable operators from around the world are members.

The PacketCable Project

The PacketCable project is a CableLabs specification effort designed to support the convergence of voice, video, data, and mobility technologies. There are tens of millions of cable broadband customers, and the capability of the network to provide innovative services beyond high-speed Internet access is ever-increasing. In particular, real-time communication services based on the IP protocols, such as Voice over Internet Protocol (VoIP), are rapidly evolving and consumers are embracing a wide-range of client devices and media types. It is expected that new technologies, such as Video over IP communications and the ability to display voice and video mail message notifications on a TV-set, will change the way communication and entertainment services are offered. These cutting edge technologies will present exciting new opportunities for cable operators to offer high-value services to consumers in a cost-effective manner.

The PacketCable specifications defines an architecture and a set of open interfaces that leverage emerging communications technologies, such as the IETF Session Initiation Protocol (SIP) RFC 3261, to support the rapid introduction of new IP-based services onto the cable network. A modular approach allows operators to flexibly deploy network capabilities as required by their specific service offerings, while maintaining interoperability across a variety of devices from multiple suppliers. Intentionally non service-specific, the platform should provide the basic capabilities necessary for operators to deploy services in areas such as:

- Enhanced Residential VoIP and IP Video Communications – Capabilities such as video telephony; call treatment based on presence, device capability, identity; and 'Click to dial' type of features;
- Cross Platform Feature Integration – Capabilities such as caller's name and number identification on the TV and call treatment from the TV;
- Mobility services and Integration with Cellular and Wireless Networks – Capabilities such as call handoff and roaming between PacketCable VoIP over WiFi and wireless-cellular networks; voice-mail integration; and single E.164 number (e.g., telephone number);
- Multimedia Applications – Capabilities such as QoS-enabled audio and video streaming;
- Commercial Services Extensions – Capabilities such as PBX extension; IP Centrex Services to small to medium-sized businesses; and VoIP trunking for enterprise IP-PBXs;

- Residential SIP Telephony Extensions – Capabilities such as traditional telephony features (e.g., call waiting, caller ID), operator services, and emergency services.

As noted above, the architecture is designed to support a broad range of services. The PacketCable set of specifications and technical reports define a base architecture, and the components and generic requirements necessary to meet a large number of applications and services. Specific applications and services rely on this base architecture, but are specified in separate releases. The base specifications should be able to accommodate different applications and services with very few, if any, changes.

This release of PacketCable specifications is based on Release 6 of the IP Multimedia Subsystem (IMS) as developed by the 3rd Generation Partnership Project (3GPP). The IMS is a SIP-based architecture for providing multimedia services. The PacketCable specifications define enhancements to the IMS in order to ensure PacketCable addresses requirements that are not already addressed by the IMS. The PacketCable project leverages other open standards and specifications wherever possible.

The reference architecture for a PacketCable network is shown in Figure 1.

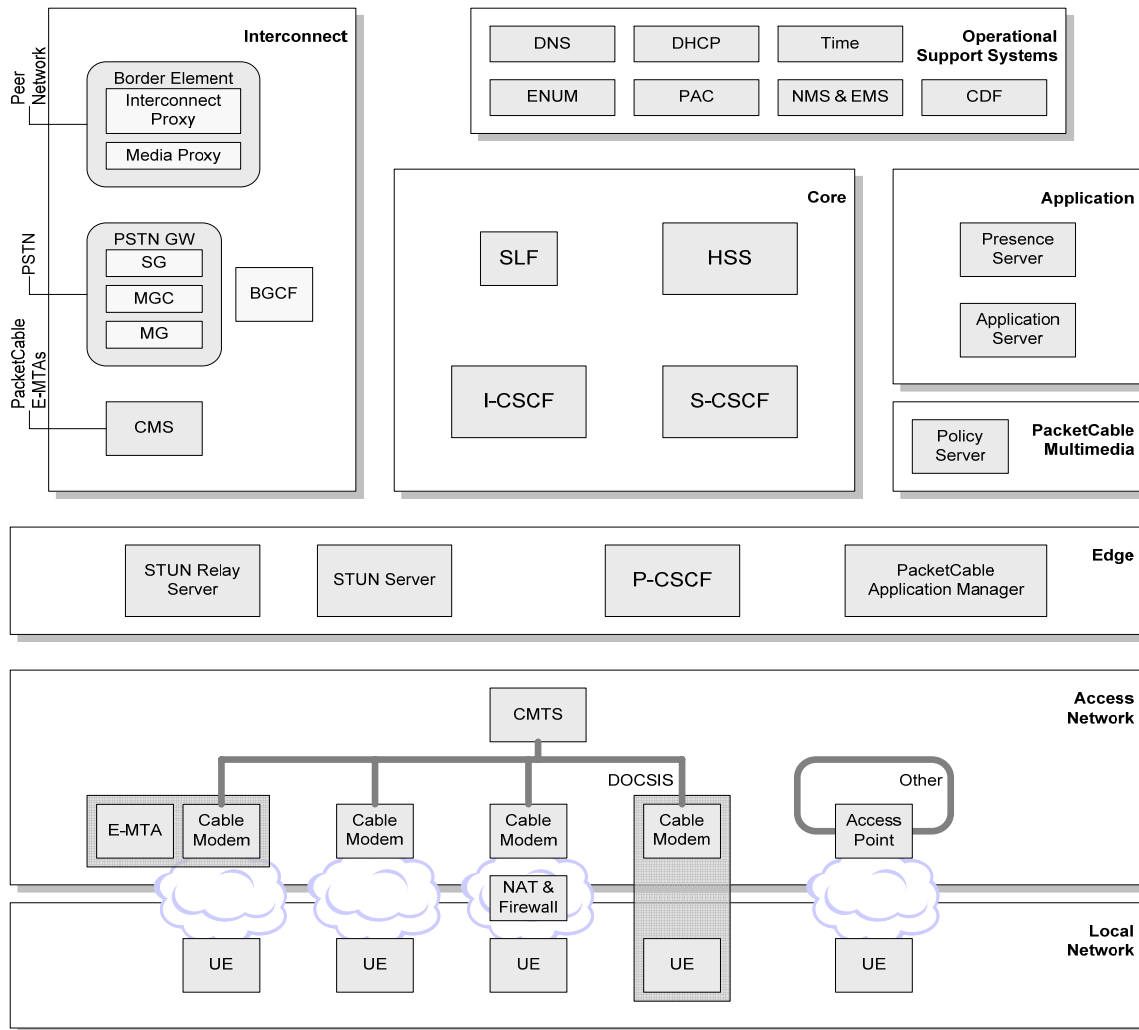


Figure 1 PacketCable Reference Architecture

See the PacketCable Architecture Framework Technical Report for more details on the PacketCable architecture. PacketCable specifications can be reviewed at <http://packetcable.com/specifications/specifications20.html>. PacketCable specifications include details on protocols, procedures and data flows relevant to the security assessment. Because PacketCable is based on IMS, and thus SIP, vendors must consider IMS and SIP as part of the security assessment and review, as well as the PacketCable project’s enhancements to IMS.

D.2 Business Capability and Mandatory Technical Requirements

The features and capabilities listed in this section are the mandatory requirements needed by CableLabs. Proposals not fully responsive to these mandatory requirements, or only proposing a partial solution, may be eliminated from further evaluation. If none of the proposals received meets the mandatory requirements, CableLabs may, at its discretion, re-examine previously disqualified proposals. Offeror's proposal must address separately each requirement listed below.

D.2.1 Executive Summary Requirement

The Offeror MUST present a high-level summary of their proposal containing the timing of deliverables, costs and other areas that the Offeror wishes to emphasize. In addition, the Executive Summary should contain a statement of the Offeror's understanding of the RFP. The Offeror MUST also state its intent to comply with all requirements, terms, conditions, tasks and schedules contained in the RFP. Any reservations, caveats, concerns, suggestions, or recommendations should be stated.

This section MUST also briefly describe the Offeror's experience in producing and supporting the proposed services and all of its components. More detailed information, such as customer lists, should be placed in Offeror's technical response. Include on the first page of the proposal the names, addresses, and telephone numbers of those persons authorized to communicate with CableLabs regarding the proposal contents and those persons authorized to conduct contract negotiations. Identify the primary responsibilities for those persons listed.

D.2.2 Corporate & Customer Information

D.2.2.1 Corporate Experience

This section MUST describe the Offeror's experience in similar efforts by explaining or describing such previous experience and how it is related to the proposed solution. Specifically, Offeror MUST have expertise and experience in performing security assessments and risk analyses.

D.2.2.2 References

Offerors MUST provide a minimum of three references that have utilized their services in production for similar efforts proposed under this RFP. CableLabs may, at their option, contact these customers, or any other customers, or discuss the proposal with anyone else to ascertain the quality of the Offeror's work and the ability to fulfill commitments.

Please provide management as well as technical contacts. Include a business mailing address, an email address and a telephone number for each contact.

D.2.2.3 Company and Project Team Staffing Information

This section MUST include the following information:

- Official registered name (Corporate, D.B.A., Partnership, etc.), Dun & Bradstreet Number, Primary and secondary SIC numbers, address, main telephone number, toll-free numbers, and facsimile numbers.
- Key contact name, title, address (if different from above address), direct telephone and fax numbers.
- Person authorized to contractually bind the organization for any proposal against this RFP.
- Brief history, including year established and number of years your company has been offering Information Security Testing and Assessments.

This section MUST include biographies and relevant experience of key staff and management personnel. This section MUST list the personnel who would work on this project along with their qualifications and relevant experience. This section MUST describe bonding process and coverage levels of employees. Offerors MUST affirm that no employees working on the engagement have ever been convicted of a felony.

D.2.3 Scope, Approach and Methodology

The Offeror MUST also include detailed procedures by phase. This section will act as a Statement of Work (SOW) to be used as a guideline by the consultants during the security assessment. This section should include a description of each major type of work being requested. The proposal should reflect each of the sections listed below:

- PacketCable, SIP and IMS Threat Analysis
- Architecture and Protocol Analysis
- Vulnerability Analysis
- Security Function Review
- Risk Assessment and Remediation

D.2.4 Deliverables

The Offeror MUST include descriptions and samples of the types of reports used to summarize and provide detailed information on security risk, architecture and protocol analysis, vulnerabilities, and the necessary countermeasures and recommended corrective actions.

D.2.5 Detailed and itemized pricing

The Offeror MUST include a fee breakdown by project phase and estimates of travel expenses. Fees for this RFP MUST not exceed \$24,000.