

Consulting Services



Service	Description	Rate
Wide Area Network Design Consulting	Evaluation of entities and development of potential topologies and routes that meet the needs of the client.	\$145/hour
Self-Provisioned Fiber Design Consulting	Determination of feasibility, selection of topology, discussion of installation method(s), development of cable specifications, selecting testing requirements, investigation of right-of-way, and discussion on long-term maintenance.	\$145/hour
Erate Wide Area Network Consulting	What qualifies for Category One versus Category Two funding? The pros and cons of Leased Lit Service –vs- Leased Dark Fiber –vs- Self-Provisioned Fiber. Reasons for denial of funding.	\$145/hour
RFP/Bid Specifications for Fiber-Optic Wide Area Network	Aligning user needs, industry standards, and Erate requirements to establish specifications that can be inserted in the entity’s bid document.	\$145/hour
RFP Evaluation	Independent evaluation of vendor proposals, or review of the district evaluation process and determination.	\$145/hour
CTO Consulting	One-to-one consultation on any CTO related topic.	\$145/hour
Cybersecurity Consulting	Assessments and other cybersecurity consulting.	\$145/hour
Directed Research	Independent research on any (K12 CTO) topic and delivery of research findings.	\$145/hour

Trip Charge - Pricing above reflects the hourly rate for services, which are typically performed remotely. In the event that a client requests an on-site visit, a trip charge will be assessed in accordance with the following table.

One-Way Distance to Site ¹	One Hour of billable service or less	Up to two billable service hours	Over two billable service hours
0-10 miles	No Charge	No Charge	No Charge
11-25 miles	\$25	No Charge	No Charge
26-60 miles	\$50	\$35	\$25
61-150 miles	\$100 ²	\$100 ²	\$100 ²
151+ miles	Actual cost for travel, which could include flight, rental car, hotel, per diem, etc. ³		

¹ All distances measured using shortest route on Google Maps from 7017 N. 10th St., McAllen, TX 78504

² Actual round-trip mileage at current IRS rates, but not less than \$100.

³ Receipts provided, flights to be cheapest available commercial coach, and district per diem limits observed.



Certified Education Technology Leader (CETL)™



Purchases using a current Coop purchasing agreement (TIPS, EPIC6, etc.) will receive a 15% discount

Consulting Services



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Cybersecurity Posture Assessment	This is an interview-based qualitative assessment to determine the current state of an organization's cybersecurity defense implementation. Organizations respond to 127 questions using a built-in rubric to score themselves from 0 to 4 on each question. Deliverables include an 8-page report showing the organization's cybersecurity strengths and weaknesses, and how they rate in 22 categories, against the NIST CSF, TX DIR CSF, and CIS Controls v8. One hour of consulting is included.	\$315
CIS Controls Training	CIS Controls consists of 18 control groups and 153 control safeguards (controls). Training is tailored to organizational needs and can include controls orientation, elaboration, and/or implementation consulting.	\$145/hour
Plan Development	Training on and/or assistance with the development, review or updating of Incident Response Plan, Business Continuity Plan, or Disaster Recovery Plan.	\$145/hour
Risk Assessment	Assistance with, and consulting on assessing, evaluating, prioritizing, and addressing risks within the organization.	\$145/hour
Administrative Policy Development	Training on and/or assistance with the development, review or updating of cybersecurity administrative policies and/or procedures.	\$145/hour
CTO Consulting	One-on-one consultation on any CTO related topic	\$145/hour
Cybersecurity Consulting	Any other cybersecurity consulting required by the organization.	\$145/hour
School Cybersecurity Implementation Guide	This 388-page manual guides district staff on implementation of the Center for Internet Security (CIS) Controls v8. (postage is additional)	\$75

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