

B3. PRICING

1- Managed Services

NRI Managed Services

Leave No Doubt

Building business success takes time. And by managing your organization's everyday digital operations, that's what NRI helps provide – more free time for your IT team to focus on high-value activities that build business. But unlike many other firms, we also provide the most important key to success: a true business partner.

Our Most Important Service is Partnership

Let's be blunt. If you're just looking for a managed service provider, NRI isn't it. But if you're searching for a managed service partner dedicated to delivering continuous operational improvement through collaboration, you're in the right place.

At NRI, our mission is to go beyond traditional managed services and be more than a firm that just does things for you. We work with you throughout the service lifecycle to navigate challenges, anticipate change, and drive greater business value.

We offer agility, stability, flexibility, and cost predictability to help you maximize IT investments. And we leverage our deep experience and proven expertise to deliver enhanced efficiency and provide more secure, more resilient digital operations.

NRI means more.

Expand Capabilities

Extensive experience. Elite certifications. Specialized expertise. Through our team, you'll gain access to a wide range of new resources that help benefit your business.

Boost Efficiency

Time is money. Efficiency is too. By identifying patterns in approach and behavior, we'll develop actionable insights that better streamline operations and boost productivity.

Reduce Costs

Enjoy economies of scale through enhanced efficiency, as well as on-demand access to experts without the expenses of hiring, training, and retaining full-time staff.

Increase Uptime

With our team monitoring, maintaining, and optimizing the digital estate, you can rest assured knowing that we'll work to quickly address incidents and outages.

Ensure Compliance

By implementing, enforcing, and monitoring your organization's processes and policies, we'll help you meet industry standards and regulations.

Technology. Support. Security.

We'll manage the day-to-day so you can maximize your business. Our team stands ready to help handle your organization's daily technology and security needs.



Azure Managed Services

As a certified Azure Expert MSP, we manage your Azure environment so you're free to focus on growing your core business.



Microsoft 365 Tenant Management

We have the experience with planning, deploying, and managing cloud computing that you need to hit the ground running – and keep on rising.



Managed Security

NRI handles the details of daily security operations for some of the world's most transformative companies, allowing them to focus on the bigger business picture.



Managed Data & Applications

As your organization's infrastructure expands, we'll help manage the growth in data, active applications, and cyber risks that come with it.



Managed Network

We don't just manage your digital operations. We enhance them. As partners, we'll help you boost your team's productivity, improve performance, and reduce costs.



End User Support

We'll help your organization make the most of its technology and our experts will tackle any issues to improve productivity and reduce friction.

NRI -Network Monitoring/ Managed Network and Data Center Service Rates

	Essentials (Monitor)	Advanced (Support)	Premium (Manage)
24x7 Event Monitoring	X	X	X
Incident Triage and Escalation Reporting	X	X	X
Incident Resolution		X	X
Network Configuration Management		X	X
Quarterly Service Review		X	X
Change Management		X	X
Server and Network Maintenance			X
Patch Management & Firmware Upgrades			X
Operational Enhancements			X
Project Based Services			X
Device Type - Per Device Pricing	Essential Rate	Advanced Rate	Premium Rate
Basic Devices - Edge Switch/WAP/Meraki AP/Meraki Switch	\$15.00	\$20.00	\$50.00
Network - Router/VG/Firewall/Load Balancer/Wireless Cont/WAAS/Switch Stack/Core Switch/Meraki Router/Meraki Firewall	\$25.00	\$50.00	\$100.00
Server - Windows/ESXi/UCS	\$25.00	\$75.00	\$150.00
Advanced CUCM/Unity/UCCX/Telepresence/CME/Nexus Switch	\$25.00	\$150.00	\$350.00
Storage - SAN/NAS	\$25.00	\$200.00	\$400.00

Patch Management

	Essentials	Advanced	Premium
Patch Installation	X	X	X
Tool Administration	X	X	X
OOB Reporting	X	X	X
95% Patch Compliance		X	X
Patch Compliance Remediation		X	X
Quarterly Service Review		X	X
3rd Party Patch Management		X	X
Change Management		X	X

Vulnerability Patching			X
Software Deployment			X
Configuration Management			X
Custom Reporting			X

Device Type - Per Device Pricing	Essential Rate	Advanced Rate	Premium Rate
Windows Workstations	\$6.00	\$10.00	\$15.00
MacOS Workstations	\$6.00	\$10.00	\$15.00
Windows Servers	\$10.00	\$50.00	\$75.00
Linux Servers	\$10.00	\$50.00	\$75.00

End User Support

	Essentials	Advanced	Premium
8x5 Support	X	X	X
Core BTS ITSM	X	X	X
Troubleshooting & Escalation	X	X	X
Self-Service Portal End Users	X	X	X
Reporting & Operations Management	X	X	X
24x7 Support		X	X
Shared Delivery Model		X	X
Dedicated/Hybrid Delivery Model			X
Proactive Desktop Management			X
Moves, Adds, Changes, Deletes			X
Customer Owned ITSM			X
Rate Per Case Rate	\$20.00	\$25.00	Custom Rate

2- Project Based/ Staff Augmentation

Overview

At NRI, we understand that strategic resource management is fundamental to operational efficiency and organizational success. Our Resource Management Services are designed to provide our clients with comprehensive visibility and control over talent allocation, capacity planning, and project staffing. Leveraging a blend of advanced analytics, industry best practices, and a deeply collaborative approach, we empower organizations to maximize their human capital and optimize delivery outcomes.

We offer a full range of custom talent solutions that help you to scale and meet your technology resource goals. Our team works closely with stakeholders to ensure alignment with business goals, enabling agile decision-making and continuous improvement. Through a combination of proven methodologies and customizable tools, NRI ensures the right people are placed on the right projects at the right time.

What sets our offering apart is our commitment to scalability, transparency, and client partnership. Whether you're navigating rapid growth, managing complex portfolios, or seeking to drive down operational costs, NRI's Resource Management Services are adaptable to your evolving needs. With decades of industry experience and a track record of excellence, we bring confidence and clarity to an area that is often dynamic and unpredictable.



Resource Management Services

Facing a critical IT project or a staffing gap? We provide top-tier professionals who seamlessly integrate into your team, bringing specialized expertise to elevate your projects. With our talent solutions, you'll have the right resources in place to drive innovation, meet deadlines, and achieve success.

Enhance & Empower Your Team with Top-Notch Talent, When You Need It

Every organization faces unique staffing challenges, particularly for IT projects and initiatives. Having the right people is critical to success, elevating your team's capabilities and driving results.

NRI Resource Management Services (RMS) provide a full range of custom talent solutions, empowering you to scale and meet your technology resource goals with confidence.

As a digital consultancy comprised of architects, developers and engineers, NRI sources and provides highly skilled, vetted resources that meet extensive professional and technical standards. From system administrators to app developers, we can help you add top talent to your IT team.

RMS Examples

With RMS, we provide monthly and yearly contracts for staffing of a variety of technology positions based on your unique needs.

- A school district needs additional resources to help with upgrades and installations after students break for the summer.
- An immediate backfill is required following an unexpected employee separation.
- A new, high-priority project requires an IT skill set and the need is urgent (i.e. broadcasting, social media and print center).

RMS Benefits



Access to
Top Talent



Cost Efficiency



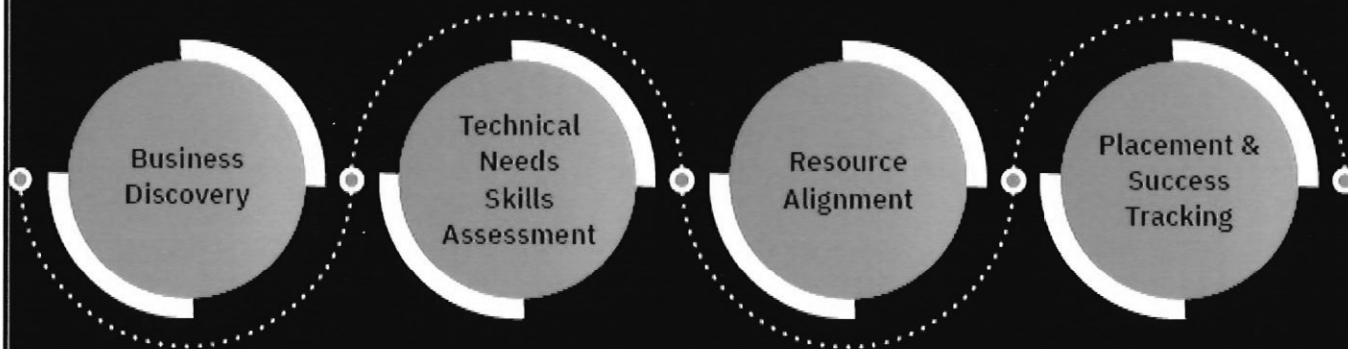
Scalability



Reduced Time
to Hire

RMS Process

Every step of our process is designed to ensure that we quickly and effectively match the right technology professionals to your organization.



Why NRI?

With a team of seasoned experts, cutting-edge solutions, and a client-centric approach, we're dedicated to delivering exceptional outcomes.

- 25+ years technical and IT staffing experience.
- Flexible contracts aligned to business needs
- Top tier Cisco & Microsoft partnerships
- Low IT staff turnover rate, with our longest tenured employee being with us for 24 years

Staff Consultant

Functional Description: Utilizes skills in the operation of technology systems by performing duties such as: desktop management and upgrades, technical documentation, content development, systems administration/management and training and implementation and maintenance of videoconferencing systems.

Educational Requirement: Technical or Associates Degree in a related field and/or a combination of education and experience and certification in one relevant core competency.

Experience Requirement: 0-2 years of professional experience in small to medium scale systems.

Hourly Rate: \$185.00

Senior Staff Consultant

Functional Description: Utilizes skills in the operations of technology systems by performing duties such as: desktop management and upgrades, technical documentation, content development, systems administration/management, training, desktop configuration and setup, deployment, desktop and OS migration, software distribution and migration, design, implementation and maintenance of videoconferencing systems, installation and configuration of Local Area Networks and VoIP, and project support.

Educational Requirement: Technical or Associates Degree in a related field and/or a combination of education and professional experience and certification in one relevant core competency.

Experience Requirement: 3+ years of professional experience in small to medium scale systems.

Hourly Rate: \$215.00

Coordinator

Functional Description: Utilizes skills in the coordination of projects by performing duties such as: resource scheduling, work planning and documentation, customer service dispatch, project review and closure, work-in-process review and determining consulting team assignments.

Educational Requirement: Technical or Associates Degree in a related field and/or a combination of education and experience and certification in one relevant core competency.

Experience Requirement: 0-5 years of professional experience.

Hourly Rate: \$150.00

Systems Consultant

Functional Description: Utilizes skills in the deployment and operation of technology systems by performing duties such as: infrastructure design, policy creation, overall system design, security, risk assessment, desktop deployment and migration, desktop and OS migration, software distribution and migration, implementation and maintenance of videoconferencing systems; providing expert advice on best technology for the development of custom user experience solutions or customization and installation of the best available off-the-shelf solutions; development of user experience solutions on client specified technology platform; installation and configuration of Local Area Networks and VoIP, and project support.

Educational Requirement: Technical or Associates degree in a related field and/or a combination of education and professional experience and certification in one relevant core competency.

Experience Requirement: 5+ years of professional experience.

Hourly Rate: \$215.00

Principal Consultant

Functional Description: Utilizes skills in the planning, building, deployment and operation of technology systems by performing duties such as: providing independent services and leadership in specialized technical areas; applying leadership to any phase of the PDBO life cycle; providing expert advice in state-of-the-art software or hardware solutions involving multiple operating environments, database management systems, specialized software and data communications facilities and protocols; providing expert advice and management of the development of custom user experiences and software solutions using state-of-the-art user interface design principles; design and implementation of user experience solutions; design, implementation and maintenance of videoconferencing systems; design, installation and configuration of Local Area Networks and VoIP and conducting test and acceptance phases of projects.

Educational Requirement: BS/MS degree in a related field and/or a combination of education and professional experience and certification in one relevant core competency.

Experience Requirement: 5+ years of professional experience.

Hourly Rate: \$270.00

Senior Principal Consultant

Functional Description: Utilizes skills in the planning, building, deployment and operation of technology systems by performing duties such as: providing independent services and leadership in specialized technical areas; applying leadership to any phase of the life cycle; providing expert advice in state-of-the-art software or hardware solutions involving multiple operating environments, database management systems, specialized software and data communications facilities and protocols; installation and configuration of Local Area Networks and VoIP and/or design, implementation and maintenance of videoconferencing systems; conducting test and acceptance phases of projects.

Educational Requirement: BS/MS degree in computer science or information technology and/or a combination of education and professional experience and a senior level technical certification at the "Professional" level or higher, e.g. Cisco Certified Network Professional (CCNP) in one relevant core competency. Recognized leader in multiple technologies.

Experience Requirement: 5+ years of professional experience.

Hourly Rate: \$295.00

Project Manager

Functional Description: Utilizes skills to ensure that projects are on track with regard to budget, schedule and deliverables by performing duties such as project review and oversight, tracking budget and deliverables, project status generation and reporting, supervision of assigned consultants, resource assignment, and acting as primary customer interface.

Educational Requirement: BS/MS degree in a related field and/or a combination of education and professional experience and a Project Management Professional (PMP) or Information Technology.

Infrastructure Library (ITIL) certification. Experience Requirement: 3+ years of professional experience.

Hourly Rate: \$185.00

Labor incurred outside of business hours or beyond 40 hours in a calendar week is subject to billing at 150% of the rate(s) presented above.

3- Security



Security at the Core

Security isn't a destination. It's a continuous journey. We transform security from a hurdle to an advantage, seamlessly integrating security into your core, to protect your data, drive innovation, and build trust for your organization – every step of the way.

Our Approach

Assess & Advise Risk-based evaluation of current security posture and guidance to achieve desired security state.	Implement & Integrate Design and deployment of security solutions to address risks and achieve security goals.	Manage & Monitor Ongoing services to maintain security solutions and address operational security needs.
---	--	--

Our Offerings

 Governance, Risk, and Compliance Build a strong security foundation with expert guidance on security programs, control validation, and compliance.	 Security Program Ensure resilience and compliance with our guidance in the development of your security program, policies, and plans.
 Security Monitoring Stop security threats in their tracks and gain real-time visibility with our 24/7/365 managed security monitoring.	 Security Testing Expose security weaknesses before attackers with our security testing that identifies your real-world risks.
 Security Solutions Secure your organization with our seamless integration of leading security solutions from our world-class partners.	 Managed Security Focus on your goals and let us monitor vulnerabilities, patch systems and manage day-to-day security operations.

NRI Security Framework

The NRI Security Model showcases our multi-layered, in-depth approach, fortifying your organization from strategy to data. Each layer strengthens the overall defense, minimizing risk and fostering a zero-trust environment. This eliminates gaps and single points of failure, ensuring true security. With our model, organizations achieve comprehensive protection and empower strategic security decision-making, turning security into a positive differentiator.

<p>Data Protect the Data</p>	<p>Identity Protect the Identities</p>	<p>Application Protect the Applications</p>
<p>Device Protect the Devices</p>	<p>Infrastructure Protect the Infrastructure</p>	<p>Strategic Strategic Foundation</p>

Our Services

Assessment & Advisory Services

- **Application & Cloud Security**
In-depth penetration testing, security code reviews, and security assessments for cloud-based platforms and organization applications.
- **Compliance & Data Security**
Ensures adherence to standards like PCI, HIPAA, NIST through detailed assessments and data protection evaluations.
- **Disaster Recovery & Incident Response**
Strategic planning and impact evaluations to prepare for and mitigate potential disruptions.
- **Security Testing & Awareness**
Engagements to test security measures, simulate threats, and educate on phishing and social engineering risks.

Implementation & Integration Services

- **Security Solutions**
Deployment and optimization of security technologies from leading providers such as Cisco, FortiNet, Microsoft, and Palo Alto Networks.
- **Policies & Tools**
Crafting and refining security policies and tools to safeguard digital assets and ensure compliance.

Managed Services

- **Security Management**
Managed security services offering continuous monitoring, virtual SOC capabilities, and proactive threat hunting and incident response.
- **Consultation & Training**
Advisory services including virtual CISO and security education programs to enhance organizational security posture.

Resource	Hourly Rate	Weekly Travel Rate (Est.)
Security: Project Manager	\$225.00	\$2,140.00
Security: Technical Lead	\$270.00	\$2,140.00
Security: Technical Consultant	\$245.00	\$2,140.00
Security: GRC Lead	\$270.00	\$2,140.00
Security: GRC Consultant	\$245.00	\$2,140.00
Modern Work Security: Principal	\$270.00	\$2,140.00
Modern Work Security: Sr. Solution Architect	\$245.00	\$2,140.00
Modern Work Security: Solution Architect	\$225.00	\$2,140.00
Hybrid Infrastructure Security: Principal	\$270.00	\$2,140.00
Hybrid Infrastructure Security: Sr. Solution Architect	\$245.00	\$2,140.00
Hybrid Infrastructure Security: Solution Architect	\$225.00	\$2,140.00

Security Services

Application Penetration Testing
 Application Security Assessments
 Backup Assessments
 Backup Penetration Testing
 Backup Security Assessments
 Backup Security Reviews
 Baseline Tool Reviews
 Business Continuity Planning
 Business Impact Assessments
 CIS Benchmark Assessments
 Cisco Attack Surface Management Implementation and Integration
 Cisco Cloud Application Security Implementation and Integration
 Cisco Duo Implementation and Integration
 Cisco Identity Services Engine Implementation and Integration
 Cisco Multicloud Defense Implementation and Integration
 Cisco Secure Access Implementation and Integration
 Cisco Secure Email Threat Defense Implementation and Integration
 Cisco Secure Endpoint Implementation and Integration
 Cisco Secure Firewall Implementation and Integration
 Cisco Secure Network Analytics Implementation and Integration
 Cisco Secure Workload Implementation and Integration
 Cisco Umbrella Implementation and Integration
 Cisco XDR Implementation and Integration

Cloud Security Assessments
Compliance Scanning (STIG, etc.)
Continuous Security Testing & Development Security Operations (DevSecOps)
Data Classification and Inventory Engagements
Data Governance Development
Directory Services Configuration Security Review
Directory Services Security Assessment
Directory Services Threat Assessment
Disaster Recovery Planning
Dynamic Application Security Testing
External Network Attack Testing
External Network Vulnerability Discovery
External Penetration Testing
External Vulnerability Assessments
Forinet FortiADC Implementation and Integration
Forinet FortiAP Implementation and Integration
Forinet FortiCASB Implementation and Integration
Forinet FortiClient Implementation and Integration
Forinet FortiDDoS Implementation and Integration
Forinet FortiDeceptor Implementation and Integration
Forinet FortiGate Firewall Implementation and Integration
Forinet FortiGuard Implementation and Integration
Forinet FortiMail Implementation and Integration
Forinet FortiNAC Implementation and Integration
Forinet Fortinet IAM Implementation and Integration
Forinet FortiPAM Implementation and Integration
Forinet FortiProxy Implementation and Integration
Forinet FortiSIEM Implementation and Integration
Forinet FortiTrust Implementation and Integration
Forinet FortiWeb Implementation and Integration
Forinet Private Cloud Security Implementation and Integration
Forinet Public Cloud Security Implementation and Integration
Forinet Secure Access Service Edge (SASE) Implementation and Integration
Forinet Secure SD-WAN Implementation and Integration
Forinet Security Fabric Implementation and Integration
Forinet Universal Zero Trust Network Access Implementation and Integration
HIPAA/HITECH Gap Assessments
Incident Response Impact Assessments
Incident Response Preparedness Engagements
Incident Response Program and Plan Development
Incident Response Readiness Assessments

Incident Response Risk Assessments
Incident Response Tabletop Exercise
Interactive Application Security Testing
Internal Network Attack Testing
Internal Network Vulnerability Discovery
Internal Penetration Testing
Internal Vulnerability Assessments
M365 Configuration Security Review
M365 Security Assessment
M365 Threat Assessment
Managed Detection and Response
Managed Development Security Operations (DevSecOps)
Managed Security Monitoring
Managed Security Program
Microsoft Defender Implementation and Integration
Microsoft Entra ID Implementation and Integration
Microsoft Purview Implementation and Integration
Microsoft Sentinel Implementation and Integration
Network Attack Testing
Network Device Security Reviews
Network Penetration Testing
Network Security Testing
Network Segmentation Testing
Network Vulnerability Assessment
Network Vulnerability Discovery
Network Vulnerability Discovery & Attack Testing
NIST 800-171 Assessments
NIST 800-53 Assessments
NIST CSF Assessments
Palo Alto Cloud Access Security Broker Implementation and Integration
Palo Alto Cortex Implementation and Integration
Palo Alto DNS Security Implementation and Integration
Palo Alto Enterprise Data Loss Prevention Implementation and Integration
Palo Alto Firewall Implementation and Integration
Palo Alto Industrial OT Security Implementation and Integration
Palo Alto Intrusion Prevention Implementation and Integration
Palo Alto IOMT Security Implementation and Integration
Palo Alto IOT Security Implementation and Integration
Palo Alto Prisma Implementation and Integration
Palo Alto Secure Access Implementation and Integration
Palo Alto URL Filtering Implementation and Integration

Palo Alto Web Security Implementation and Integration
Palo Alto Wildfire Implementation and Integration
Patch Management
PCI Gap Assessments
Policy and Procedure Development
Purple Team Engagement
Ransomware Risk Assessments
Red Team Engagements
Security Awareness Training and Training Events
Security Compliance Assessment (PCI, HIPPA, etc.)
Security Governance Review
Security Guidance and Consultation
Security Monitoring
Security Program Development
Security Roadmap Development
Security Roadmapping Engagements
Security Tool Health Checks
Security Tool Implementation & Support
Security Tool Maintenance and Management
Security Tool Selection Assistance
Social Engineering / Phishing Assessments
Social Engineering / Physical Security Assessments
Social Engineering / Vishing and Smishing Assessments

B4. VALUE ADD

NRI will promote the cooperative purchasing agreement (CPA) to school districts, emphasizing cost savings, compliance, and operational. Empowering school districts to do more with cost-effective cooperative purchasing.

Marketing Strategies

1. Educational Outreach: Webinars, white papers, case studies.
2. Direct Engagement: Emails, calls, presentations.
3. Digital Presence: Landing page, social media, SEO.
4. Partnerships & Events: Conferences, vendor spotlights.
5. Incentives: Early enrollment perks, referral program.