

# G-Cloud 15 – Pricing Document

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## Lot 3: Cloud Support for Penetration Testing

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## More Than Just a Standard Penetration Test

EJN Labs provides CREST-aligned penetration testing through a secure platform delivering real-time visibility, 24-hour report turnaround, and 12 months of unlimited free retesting.

We support organisations across the public sector, finance, and CNI to help reduce risk, meet compliance, and maintain operational resilience.

- Aligned to CCS/G-Cloud expectations and SFIA for professional services
- Senior specialists (eg. OSCP, OSWE, CEH)
- UK-only data handling
- Transparent pricing: no platform fees or extra charges for out-of-hours testing or cancellations; Technical Lead, Account Manager and platform access included

- Start within 24 hours (subject to agreed scope & access)
- **FREE** Platform access offering Real-Time findings during active testing
- **FREE** unlimited retesting for 12 months
  - Fix-while-you-test and advisory sessions to accelerate accurate remediation
- **ZERO** cancellation/rescheduling fees
  - Plus Out-of-hours testing at no extra cost
- Automated scheduling & communications to reduce admin overhead
- 3x Formal reports provided within 24 hours of completion (technical, management, and public)
  - Reporting aligned to OWASP, NCSC, ISO 27001 and MITRE ATT&CK

## SFIA Mapping & Indicative Pricing

Final pricing confirmed at call-off via a scoped Statement of Work (SoW). SFIA levels used by EJN Labs are primarily L4–L5

| SFIA Code | Skill                    | Level | Responsibility Summary                                       | Indicative Day Rate | Typical Use at EJN Labs                 |
|-----------|--------------------------|-------|--------------------------------------------------------------|---------------------|-----------------------------------------|
| PEN       | Penetration Testing      | L4    | <b>Enable:</b> executes tests and documents results          | £1,000              | Standard penetration testing delivery   |
| PEN       | Penetration Testing      | L5    | <b>Ensure &amp; Advise:</b> designs strategy, supervises     | £1,000              | Senior advisory / oversight             |
| TEST      | Testing                  | L4    | <b>Enable:</b> performs tests, records, reports              | £1,000              | Included in delivery                    |
| VULN      | Vulnerability Assessment | L4–L5 | <b>Enable → Ensure &amp; Advise</b> (scope-dependent)        | £1,000              | Included in delivery / senior assurance |
| SCTY      | Information Security     | L5    | <b>Ensure &amp; Advise:</b> security strategy guidance       | £1,200              | Senior advisory                         |
| INAS      | Information Assurance    | L4–L5 | <b>Enable → Ensure &amp; Advise</b> (compliance & assurance) | £1,000–£1,200       | Assurance / audit support               |



# Penetration Testing Services

| Service                                        | Type of Test                                                                                                                                                                                                                                          |
|------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Application and API Security Testing:          | <ul style="list-style-type: none"><li>➤ Web Application Penetration Testing</li><li>➤ API Penetration Testing</li><li>➤ Thick Client Penetration Testing</li></ul>                                                                                    |
| Mobile Device & Mobile Application Testing     | <ul style="list-style-type: none"><li>➤ Mobile Application Penetration Testing</li><li>➤ Mobile and Device Testing</li></ul>                                                                                                                          |
| Network and Infrastructure Testing             | <ul style="list-style-type: none"><li>➤ External Infrastructure Penetration Testing</li><li>➤ Internal Infrastructure Testing</li><li>➤ Identity &amp; Access Security</li></ul>                                                                      |
| Cloud Security Testing (Amazon, Azure, Google) | <ul style="list-style-type: none"><li>➤ Amazon Web Services (AWS) Cloud Security Review</li><li>➤ Azure Cloud Security Review</li><li>➤ Google Cloud Platform (GCP) Cloud Security Review</li></ul>                                                   |
| Social Engineering & Phishing                  | <ul style="list-style-type: none"><li>➤ Social Engineering (Non-Physical)</li><li>➤ Phishing Assessments</li></ul>                                                                                                                                    |
| Advanced & Emerging Technology Testing         | <ul style="list-style-type: none"><li>➤ AI Security Testing</li><li>➤ Code Reviews (secure development focus)</li><li>➤ AI-Augmented Threat Modelling</li><li>➤ Blockchain Security Assessment</li><li>➤ Cryptocurrency Security Assessment</li></ul> |





# Penetration Testing Services Continued

| Service                                                   | Type of Test                                                                                                             |
|-----------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
| Comprehensive Vulnerability Assessment                    | ➤ Vulnerability Assessment and Penetration Testing (VAPT)                                                                |
| Adversary Simulation & Detection (Red and Purple Teaming) | ➤ Red Teaming<br>➤ Purple Teaming                                                                                        |
| Managed Bug Bounty (Cloud)                                | ➤ Managed Bug Bounty Programme                                                                                           |
| Managed TI & ASM                                          | ➤ Threat Intelligence (TI) and Take Down Monitoring Managed Service<br>➤ Attack Surface Monitoring (ASM) Managed Service |

### SLAs and Working Terms

- **Office Hours:** Monday to Friday 09:00–17:30 (UK) excluding national holidays
- **Consultant Working Day:** 8 hours (excluding travel/lunch)
- **Support Hours:** Mon–Fri, 08:30–17:30 (UK); 1-hour response in hours; reasonable-effort out of hours (unless 24/7 agreed at call-off)
- **Travel & Subsistence:** remote default; on-site by request, charged at cost
- **Professional Indemnity Insurance:** included in day rates

### Accreditations & Memberships

- ISO 27001, ISO 9001
- Cyber Essentials (Basic) and Cyber Essentials Plus
- UK Cyber Security Council member
- CREST aligned delivery

### Delivery Process

1. **Scope & SoW:** assets, complexity, testing type (web/infra/mobile/cloud)
2. **Kick-Off:** access, windows, platform onboarding
3. **Testing:** transparent execution, collaborative advisory available
4. **Reporting:** 3x formal reports in 24 hours of test completion
5. **Retesting (12 months):** unlimited, included
6. **Close-Out:** validation, assurance artefacts, optional executive briefing

### Pricing and Commercials

- Day-rate model for manual penetration testing and advisory. Includes platform access, reporting (technical/management/public), AM, Technical Lead, delivery management, out-of-hours (pre-agreed), and 12 months of unlimited retesting.
- Cancellation & rescheduling: no fees; flexible by mutual agreement
- All prices exclude VAT and expenses
- Invoicing & payment: milestones or monthly in arrears (agreed at call off); 30 days terms aligned to G-Cloud Call Off Contract



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