



Schedule M – Managed Security

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NOTICE

Additional regulatory or administrative charges may apply.
Please contact your AT&T representative for more information.



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Device Management (“SDM”)

AT&T Security Device Management Service Components, Configurations

Platform	Configuration	Service	Monthly List Price (per device)
Cisco, Juniper, Check Point, Fortinet, Palo Alto	Single	Firewall	\$1,198.30
Cisco, Juniper, Check Point, Fortinet, Palo Alto	HA	Firewall	\$1,298.30
Cisco, McAfee, Tipping Point, Enterasys, Sourcefire	Single	IPS	\$1,582.23
Fortinet, Palo Alto	Single	FW-AV	\$1,647.91
Fortinet, Palo Alto	HA	FW-AV	\$1,812.19
Fortinet, Palo Alto	Single	FW-AV-IPSEC	\$1,967.55
Fortinet, Palo Alto	HA	FW-AV-IPSEC	\$2,184.22
Cisco, Fortinet, Palo Alto	Single	FW-IPS	\$2,592.35
Cisco, Fortinet, Palo Alto	HA	FW-IPS	\$2,837.59
Fortinet, Palo Alto	Single	FW-IPS-AV	\$3,041.96
Fortinet, Palo Alto	HA	FW-IPS-AV	\$3,351.48
Fortinet, Palo Alto	Single	FW-IPS-AV-IPSEC	\$3,381.44
Fortinet, Palo Alto	HA	FW-IPS-AV-IPSEC	\$3,743.34



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Device Management (“SDM”, continued)

AT&T Security Device Management Service Components, Configurations (cont.)

Platform	Configuration	Service	Monthly List Price (per device)
Cisco, Juniper, Check Point, Fortinet, Palo Alto	Single	FW-IPSEC	\$1,537.79
Cisco, Juniper, Check Point, Fortinet, Palo Alto	HA	FW-IPSEC	\$1,690.17
Cisco, Fortinet, Palo Alto	Single	FW-IPS-IPSEC	\$2,931.84
Cisco, Fortinet, Palo Alto	HA	FW-IPS-IPSEC	\$3,229.46
Fortinet, Palo Alto	Single	FW-IPS-URL	\$3,088.38
Fortinet, Palo Alto	HA	FW-IPS-URL	\$3,405.05
Fortinet, Palo Alto	Single	FW-IPS-URL-AV	\$3,535.61
Fortinet, Palo Alto	HA	FW-IPS-URL-AV	\$3,918.94
Fortinet, Palo Alto	Single	FW-IPS-URL-AV-IPSEC	\$3,812.59
Fortinet, Palo Alto	HA	FW-IPS-URL-AV-IPSEC	\$4,248.30
Fortinet, Palo Alto	Single	FW-IPS-URL-IPSEC	\$3,427.87
Fortinet, Palo Alto	HA	FW-IPS-URL-IPSEC	\$3,796.92
Fortinet, Palo Alto	Single	FW-URL	\$1,694.34



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Device Management (“SDM”, continued)

AT&T Security Device Management Service Components, Configurations (cont.)

Platform	Configuration	Service	Monthly List Price (per device)
Fortinet, Palo Alto	HA	FW-URL	\$1,865.76
Fortinet, Palo Alto	Single	FW-URL-AV	\$2,143.94
Fortinet, Palo Alto	HA	FW-URL-AV	\$2,379.65
Fortinet, Palo Alto	Single	FW-URL-AV-IPSEC	\$2,483.42
Fortinet, Palo Alto	HA	FW-URL-AV-IPSEC	\$2,771.52
Fortinet, Palo Alto	Single	FW-URL-IPSEC	\$2,033.82
Fortinet, Palo Alto	HA	FW-URL-IPSEC	\$2,257.63

AT&T Security Device Management, Project Management Support

Number of Devices	One-Time Charge
1 – 14	N/A
15 – 20	\$48,385.00
21 – 40	\$60,481.25
41 – 60	\$69,121.43
61 – 80	\$86,401.79
81 – 100	\$103,682.14
100+	Custom TBD



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Device Management (“SDM”, continued)

AT&T Security Device Management, Custom Solutions

Description	Monthly List Price (initial 12 months)	Monthly List Price (ea. Addl. Month)
Security Device Management	ICB	ICB

Additional Pricing Offers

Bidders are invited to propose optional pricing plans that afford discounts to the Standard Pricing proposed. This may include discounts for bulk orders, service quantity commitments, legacy service migration pricing, etc. Bidders must provide a brief description of the additional plan(s) along with the Additional Pricing Plan Table.

AT&T RESPONSE: AT&T is providing tiered discounting based on the number of devices supported. This discounting is provided below.

AT&T Security Device Management, Monthly Service Discounting

Number of Devices	Discount off List Price
1 – 24	16%
25 – 50	30%
51 – 75	35%
76+	40%



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Threat Manager

AT&T Threat Manager Service Component, Service Level

Commitment Level	Number of Devices	Maximum Events Per Day	Monthly Charge	One-Time Charge
1	Up to 100	70M	\$4,120.00	\$14,380.00
2	Up to 250	120M	\$7,060.00	\$19,830.00
3	Up to 400	200M	\$13,580.00	\$24,500.00
4	Up to 1000	500M	\$31,120.00	\$69,500.00
5	Up to 2000	1000M	\$62,240.00	\$88,150.00

AT&T Threat Manager, Consulting Enablement

Commitment Level	One-Time Charge
1	\$31,000.00
2	\$51,000.00
3	\$80,000.00
4	\$104,000.00
5	\$115,000.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Firewall Services – Network Based (“MFS-NB”)

AT&T MFS-NB Service Component, Service Complexity

Service Component	Complexity	Monthly Recurring Charge
MFS-NB	Low	\$423.00
	Medium	\$1,292.50
	High	\$4,042.00

AT&T MFS-NB Service Component, Service Bandwidth

Service Component	Complexity	Monthly Recurring Charge
MFS-NB	512K	\$235.00
	768K	\$329.00
	1M	\$376.00
	1.5M	\$528.75
	2M	\$681.50
	3M	\$1,015.20
	4M	\$1,344.20
	4.5M	\$1,512.46
	5M	\$1,668.50
	6M	\$1,988.10
	7M	\$2,270.10
	7.5M	\$2,432.25
	8M	\$2,575.60
	9M	\$2,855.25
	10M	\$3,149.00
	10.5M	\$3,207.75
	12M	\$3,384.00
	15M	\$3,630.75



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Firewall Services – Network Based (“MFS-NB”, continued)

AT&T MFS-NB Service Component, Service Bandwidth (continued)

Service Component	Complexity	Monthly Recurring Charge
MFS-NB	20M	\$4,700.00
	25M	\$5,816.25
	30M	\$6,838.50
	35M	\$7,896.00
	40M	\$8,930.00
	45M	\$9,940.50
	50M	\$10,927.50
	60M	\$12,972.00
	70M	\$14,053.00
	75M	\$14,805.00
	80M	\$15,275.00
	90M	\$16,450.00
	100M	\$18,095.00
	125M	\$22,466.00
	135M	\$24,111.00
	150M	\$26,649.00
	155M	\$27,401.00
	200M	\$34,606.10
	250M	\$42,314.10
	300M	\$49,655.50
	350M	\$56,611.50
	400M	\$63,191.50
	450M	\$69,395.50
	500M	\$75,247.00
	600M	\$88,031.00
	700M	\$100,063.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Firewall Services – Network Based (“MFS-NB”, continued)

AT&T MFS-NB Service Component, Service Bandwidth (continued)

Service Component	Complexity	Monthly Recurring Charge
MFS-NB	800M	\$111,343.00
	900M	\$122,200.00
	1000M	\$131,647.00

AT&T MFS-NB Service Option, Cross Connect

Option	Monthly Recurring Charge
MFS-NB Cross Connect	\$470.00

AT&T MFS-NB Service Option, Web Filtering

Service Component	Complexity	Monthly Recurring Charge
Basic Web Filtering	25-49	\$1.79
	50-74	\$0.90
	75-99	\$0.65
	100-500	\$0.49
	501-1000	\$0.40
	1001-2500	\$0.31
	2501-5000	\$0.25
	5000+	\$0.22



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Firewall Services – Network Based (“MFS-NB”, continued)

AT&T MFS-NB Service Option, Web Filtering (continued)

Service Grade	Seat Count	Monthly Recurring Charge
Advanced Web Filtering	25-49	\$2.11
	50-74	\$1.04
	75-99	\$0.93
	100-500	\$0.70
	501-1000	\$0.57
	1001-2500	\$0.43
	2501-5000	\$0.36
	5000+	\$0.33

AT&T MFS-NB Service Option, Malware Scanning

Service Grade	Seat Count	Monthly Recurring Charge
Basic Malware Scanning	25-49	\$1.79
	50-74	\$0.90
	75-99	\$0.65
	100-500	\$0.49
	501-1000	\$0.40
	1001-2500	\$0.31
	2501-5000	\$0.25
	5000+	\$0.22



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Firewall Services – Network Based (“MFS-NB”, continued)

AT&T MFS-NB Service Option, Malware Scanning (continued)

Service Grade	Seat Count	Monthly Recurring Charge
Advanced Malware Scanning	25-49	\$2.11
	50-74	\$1.04
	75-99	\$0.93
	100-500	\$0.70
	501-1000	\$0.57
	1001-2500	\$0.43
	2501-5000	\$0.36
	5000+	\$0.33

AT&T MFS-NB Service Option, IDS/IPS

Service Component	Service Grade	Monthly Recurring Charge
IDS/IPS	Basic	\$329.00
	Advanced	\$470.00

AT&T MFS-NB Service Option, Public IP Addresses

Service Component	Quantity	Monthly Recurring Charge
Public IP Addresses	Per Every 2	\$22.50



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Managed Token Authentication

AT&T Token Authentication Service Component, Service Management

Service Management	Monthly Recurring Charge (per user)	Non-Recurring Charges
25-500 User Support	\$9.95	\$0.00
501-5000 User Support	\$8.50	\$0.00
5001+ User Support	\$8.00	\$8.00

NOTE: Please reference Schedule L for pricing information for user licenses, extended maintenance and authenticators (key fobs and software seeds). Customers may use existing licenses and authenticators or purchase these components from AT&T.



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Encryption Services

AT&T Encryption Services, Encrypted Mail

Number of Users	Monthly Recurring Charge (per user)	Non-Recurring Charge
Less than 250	\$4.86	\$0.00
251 – 2,399	\$4.50	\$0.00
2,400 – 5,999	\$4.14	\$0.00
6,000 – 14,999	\$3.78	\$0.00
15,000 +	\$3.51	\$0.00

AT&T Encryption Services, Encrypted Content Manager Option

Number of Users	Monthly Recurring Charge (per user)	Non-Recurring Charge Per Token
Less than 250	\$0.92	\$0.00
251 – 2,399	\$0.85	\$0.00
2,400 – 5,999	\$0.79	\$0.00
6,000 – 14,999	\$0.72	\$0.00
15,000 +	\$0.67	\$0.00

AT&T Encryption Services, Encrypted Documents

Number of Users	Monthly Recurring Charge (per user)	Non-Recurring Charge Per Token
Less than 250	\$4.86	\$0.00
251 – 2,399	\$4.50	\$0.00
2,400 – 5,999	\$4.14	\$0.00
6,000 – 14,999	\$3.78	\$0.00
15,000 +	\$3.51	\$0.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Encryption Services (continued)

AT&T Encryption Services, Encrypted Mail Gateway

End Users Tiers	Monthly Recurring Charge (per user)	Non-Recurring Charge
100 – 2,399	\$3.40	\$1,800 (per 1000 users)
2,400 – 5,999	\$3.27	\$1,800 (per 1000 users)
6,000 – 14,999	\$3.04	\$1,800 (per 1000 users)
15,000 +	\$2.79	\$1,800 (per 1000 users)

AT&T Encryption Services, Encrypted Mail Exchange

Number of Users	Monthly Recurring Charge (per user)	Non-Recurring Charge
250 – 1,000	\$23.00	\$39,500.00
1,001 – 5,000	\$20.00	\$39,500.00
5,000 +	\$17.00	\$39,500.00
15,000 +	\$2.79	\$39,500.00

AT&T Encryption Services, Encrypted Document Delivery

Documents Sent Per Quarter	Monthly Recurring Charge (per doc)	Annual Charge ¹
50,000 – 600,000	\$0.54	\$62,942.00
600,000 – 1,500,000	\$0.45	\$62,942.00
1,500,000 +	\$0.36	\$62,942.00

¹ Annual software license charge .25% of prior year total service billing.



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Encryption Services (continued)

AT&T Encryption Services Service Options

Service Option	Basis	Non-Recurring Charge
Certificate Services	Per Sub-CA Per Year	\$7,200.00
Branding Services	Per Brand Per Product	\$4,500.00
Professional Services	Per Person Per Day	\$3,420.00
Marketing Services	Per Person Per Day	\$3,420.00

Additional Pricing Offers

Bidders are invited to propose optional pricing plans that afford discounts to the Standard Pricing proposed. This may include discounts for bulk orders, service quantity commitments, legacy service migration pricing, etc. Bidders must provide a brief description of the additional plan(s) along with the Additional Pricing Plan Table.

AT&T RESPONSE: AT&T has provided additional discounting based upon quantity and component. We are also proposing the following bundle.

Encryption Services - Encrypted Mail and Documents Bundle

Number of Users	Monthly Recurring Charge (per user)	Non-Recurring Charge
Less than 250	\$6.65	\$0.00
251 – 2,399	\$6.29	\$0.00
2,400 – 5,999	\$5.93	\$0.00
6,000 – 14,999	\$5.57	\$0.00
15,000 +	\$3.51	\$0.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Secure E-mail Gateway Service (“SEG”)

AT&T Secure E-mail Gateway Service Component, Service Grade

Service Grade	Seat Tier	Monthly Recurring Charge (per seat)
SEG Advanced	25-49	\$2.78
	50-74	\$1.58
	75-99	\$1.27
	100-500	\$0.94
	501-1000	\$0.58
	1001-2500	\$0.44
	2501-4999	\$0.40
	5000+	\$0.39
SEG Premium	25-49	\$3.94
	50-74	\$3.06
	75-99	\$2.55
	100-500	\$2.06
	501-1000	\$1.50
	1001-2500	\$1.35
	2501-4999	\$1.26
	5000+	\$1.23



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Secure E-mail Gateway Service (“SEG”, continued)

AT&T Secure E-mail Gateway Service Option, Archiving and Storage

Service Option	Tier	Monthly Recurring Charge (per seat)
SEG 1 year Archiving	25-49 Seats	\$1.72
	50-74 Seats	\$1.66
	75-99 Seats	\$1.61
	100-500 Seats	\$1.56
	501-1000 Seats	\$1.50
	1001-2500 Seats	\$1.44
	2501-4999 Seats	\$1.39
	5000+ Seats	\$1.33
	SEG multi-year Archiving	25-49 Seats
50-74 Seats		\$2.66
75-99 Seats		\$2.58
100-500 Seats		\$2.50
501-1000 Seats		\$2.41
1001-2500 Seats		\$2.33
2501-4999 Seats		\$2.25
	5000+ Seats	\$2.17
SEG Historical Data Storage	Per 25GB	\$8.75



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Web Security Service (“WSS”)

AT&T Web Security Service Component, Service Types

Service Type	Seat Tier	Monthly Recurring Charge (per seat)
WSS Malware Scanning	25-49	\$2.11
	50-74	\$1.02
	75-99	\$0.92
	100-500	\$0.73
	501-1000	\$0.50
	1001-2500	\$0.43
	2501-4999	\$0.36
	5000+	\$0.33
WSS Web Filtering	25-49	\$2.11
	50-74	\$1.02
	75-99	\$0.92
	100-500	\$0.73
	501-1000	\$0.50
	1001-2500	\$0.43
	2501-4999	\$0.36
	5000+	\$0.33
WSS Roaming User	25-49	\$0.73
	50-74	\$0.36
	75-99	\$0.33
	100-500	\$0.23
	501-1000	\$0.21
	1001-2500	\$0.20
	2501-4999	\$0.17
	5000+	\$0.13



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Web Security Service (“WSS”, continued)

Additional Pricing Offers

Bidders are invited to propose optional pricing plans that afford discounts to the Standard Pricing proposed. This may include discounts for bulk orders, service quantity commitments, legacy service migration pricing, etc. Bidders must provide a brief description of the additional plan(s) along with the Additional Pricing Plan Table.

AT&T RESPONSE: AT&T has provided additional discounting based upon quantity and component. We are also proposing the following bundle.

WSS Service Bundle (Optional) – Includes Malware, Filtering & Roaming Service

Service Grade	Seat Tier	Monthly Recurring Charge (per seat)
WSS Web Bundle	25-49	\$4.22
	50-74	\$2.08
	75-99	\$1.85
	100-500	\$1.42
	501-1000	\$1.39
	1001-2500	\$0.96
	2501-4999	\$0.79
	5000+	\$0.69



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T DDoS Defense

AT&T DDoS Defense (“DDoS”), Base Subscription

AT&T DDoS Defense, Base Subscription Costs

Service	Subscription Level	Monthly Recurring Charge
AT&T DDoS Defense	70 Hours	\$3,500.00
	110 Hours	\$8,500.00
	215 Hours	\$15,000.00
	410 Hours	\$25,500.00

AT&T DDoS Defense, Overage Costs

Service	Protection Level	Monthly Recurring Charge
AT&T DDoS Defense	Each Add'l Hour	\$195.00

AT&T DDoS Defense, Carrier Agnostic Option

Service	Monthly Recurring Charge	Non-Recurring Charge
AT&T DDoS Defense ¹	\$1,050.00	\$1,250.00

¹ Requires AT&T DDoS Defense Base Subscription

AT&T DDoS Defense (“DDoS”), Proactive Bandwidth-Based Offer

AT&T DDoS Defense, Proactive Bandwidth-Based Offer, Monthly Charge

Circuit Size (in Mbps)	Monthly Recurring Charge
10	\$ 300
20	\$ 357
30	\$ 429
40	\$ 455
50	\$ 457



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T DDoS Defense (“DDoS”), continued

AT&T DDoS Defense, Proactive Bandwidth-Based Offer, Monthly Charge (continued)

Circuit Size (in Mbps)	Monthly Recurring Charge
60	\$ 506
70	\$ 520
80	\$ 551
90	\$ 563
100	\$ 571
120	\$ 625
150	\$ 629
200	\$ 814
250	\$ 834
300	\$ 1,003
350	\$ 1,075
400	\$ 1,111
450	\$ 1,218
500	\$ 1,309
550	\$ 1,418
600	\$ 1,485
700	\$ 1,742
800	\$ 1,971
900	\$ 2,188
1000	\$ 2,404



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Forensics Investigation

Pricing for AT&T Security Consulting is developed on an Individual Case Basis, Per Project following discovery and collaborative development of a Statement of Work. Hourly Rates are provided below for evaluation purposes.	
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AT&T Security Consulting, Hourly Rates

Title	Hourly Rate
Senior Consultant	\$215.00
Practice Lead	\$235.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Forensics, Incident Response Retainer

	Tier 1	Tier 2	Tier 3
Base Annual Price	\$30,000.00	\$65,000.00	\$120,000.00
Onboarding & Readiness Review	Included	Included	Included
Annual Readiness Update	Included	Included	Included
Hours Included Annually	0	120	240
Hourly Rate (Overage)	\$350.00	\$300.00	\$275.00
SLA for Phone Response	24 Hours	24 Hours	12 Hours
SLA for On-Site Support (if needed)	72 Hours	48 Hours	24 Hours
Monthly Threat Briefing	No	Included	Included
Plan Review / Table Top Exercise	Not Included	Select One	Both



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Governance and Compliance Assessment

Pricing for AT&T Security Consulting is developed on an Individual Case Basis, Per Project following discovery and collaborative development of a Statement of Work. Hourly Rates are provided below for evaluation purposes.	

AT&T Security Consulting, Hourly Rates

Title	Hourly Rate
Senior Consultant	\$215.00
Practice Lead	\$235.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Identity Access

	<p>Pricing for AT&T Security Consulting is developed on an Individual Case Basis, Per Project following discovery and collaborative development of a Statement of Work. Hourly Rates are provided below for evaluation purposes.</p>	

AT&T Security Consulting, Hourly Rates

Title	Hourly Rate
Senior Consultant	\$215.00
Practice Lead	\$235.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Vulnerability Assessment

Pricing for AT&T Security Consulting is developed on an Individual Case Basis, Per Project following discovery and collaborative development of a Statement of Work. Hourly Rates are provided below for evaluation purposes.		

AT&T Security Consulting, Hourly Rates

Title	Hourly Rate
Senior Consultant	\$215.00
Practice Lead	\$235.00



SCHEDULE M – Managed Services – Managed Security

14-X-23147 Data Communication Networking Services

Bidder: AT&T

AT&T Security Consulting – Security Awareness Training

Pricing for AT&T Security Consulting is developed on an Individual Case Basis, Per Project following discovery and collaborative development of a Statement of Work. Per seat pricing is provided below for evaluation purposes.	
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AT&T Security Consulting, Monthly Price Per Seat

Seats	Monthly Price Per Seat
25-49	\$6.50
50-74	\$5.50
75-99	\$4.50
100-500	\$3.20
501-1000	\$1.85
1001-1500	\$1.62
1501 & Up	Custom

