



REQUEST FOR PROPOSAL

The American Registry for Internet Numbers, Ltd. ("ARIN") is soliciting proposals from consulting firms ("Respondents") qualified, insured, and properly licensed to do business in the Commonwealth of Virginia to conduct penetration testing and document their findings. The penetration testing project will consist of internal and external testing, draft reports of findings for each, retesting as necessary, and final reports for each. The draft and final reports should provide ARIN with a clear definition of the findings, location, and recommendations for their remediation.

ARIN'S MISSION

ARIN, a nonprofit member-based organization, supports the operation of the Internet through the management of Internet number resources throughout its service region; coordinates the development of policies by the community for the management of Internet Protocol number resources; and advances the Internet through informational outreach.

ARIN'S BACKGROUND

ARIN is a 501(c)(6), non-profit corporation incorporated in the Commonwealth of Virginia and has been in operation since December 1997. ARIN is operated for nonprofit educational, charitable, and technical purposes and is designated as a membership organization directed by a Board of Trustees elected by its membership. ARIN is one of five Regional Internet Registries ("RIR's") in the world, and its service region includes Canada, many Caribbean and North Atlantic islands and the United States. ARIN provides services related to the technical coordination and management of Internet number resources in its region, participates in the global Internet community, and facilitates the development of policy decisions made by its members and stakeholders in its region. ARIN services approximately 22,000+ organizations directly under a services contract ("Registration Services Agreement") while also providing noncontracted services and support. ARIN believes the community-based, self-governed, multi-stakeholder model under which it operates will continue, into the future, in directing ARIN functions for the purposes of this requested report.

ARIN is headquartered in Chantilly, Virginia. ARIN utilizes a hybrid work model, whereby staff work a blended at-home and in-office week, as necessitated by their specific role. ARIN utilizes data centers and colocation facilities in Ashburn and Culpeper, Virginia, San Jose, California, and Seattle, Washington.

ARIN understands its customers' need to verify appropriate security baselines are being met by the organization. To meet this need, we pursue industry standard security



certifications that attest to our ability to safeguard systems and data. Since 2023, ARIN has maintained compliance with the Payment Card Industry Data Security Standard (PCI DSS) and the Service Organization Control (SOC) 2 frameworks. ARIN also performs third-party security audits on an annual basis. These third-party audits are comprised of but not limited to:

- external penetration testing
- internal penetration attacks
- application-specific vulnerability testing, on occasion

The results of the audits are shared with the ARIN Board of Trustees. As necessary, remediation work is scheduled to address any outstanding security issues.

Respondents are encouraged to visit ARIN's website at www.arin.net

STATEMENT OF WORK

The purpose of this request for proposal is to identify a vendor to conduct external and internal penetration testing of ARIN network resources, report security vulnerabilities identified during testing, and provide recommendations for mitigation.

Project Preparation and Kick-off

The vendor will create, manage, and communicate a project plan that includes tasks, milestones, deliverables, and associated dates.

Information Gathering

The vendor will work with the client to identify information critical to execute the project.

Testing and Initial Reporting

The vendor will assess in-scope systems based on the test methodology. An Initial Pentest Report will be issued within 5 business days after the initial round of internal and external testing is complete. Critical and High-level vulnerabilities will be communicated to the client in the initial reports.

Retest of Remediated Findings and Final Reporting

The vendor will re-assess in-scope systems that have had a Critical or High-level vulnerability remediated by the client since the completion of initial testing. Retesting will begin within 30 days of client's notification to the vendor that mitigation is complete. Final reports will be issued within 10 business days of retest completion.



DELIVERABLES AND EXPECTATIONS

The outcome of penetration testing will culminate in deliverables that cover external and internal penetration test findings and recommendations for their remediation. The following deliverables will be provided:

1. Initial External Pentest Report – An initial report of Critical and High-risk findings will be provided within 5 business days of initial external pentest completion.
2. Final External Pentest Report – A final report will be provided within 10 business days of re-test completion.
3. Initial Internal Pentest Report – An initial report of Critical and High-risk findings will be provided within 5 business days of initial internal pentest completion.
4. Final Internal Pentest Report – A final report will be provided within 10 business days of re-test completion.

PROPOSAL FORMAT AND CONTENTS

Each proposal must contain the following information at a minimum:

- 1) Identification of the anticipated key personnel to be assigned to manage and complete the project along with any relevant biographical information and background, applicable experience in handling matters of a similar nature, and any information demonstrating such individuals' capabilities and competencies to successfully complete this project.
- 2) Describe strategy for initial meeting with the ARIN Project Team for purposes of setting project expectations and overall goals of the engagement.
- 3) Describe the proposed test methodology for internal and external testing.
- 4) Describe experience and strengths in security assessments and penetration testing.
- 5) Describe any parameters and/or limitation considerations in the analysis or production of considerations in this report.
- 6) At least three (3) client references including business name, address, phone number and person to contact regarding similar work performed.
- 7) Description of methods for interacting and communicating with clients in order to keep client informed of the current status of the project.
- 8) Schedule of performance including milestone dates of deliverables.
- 9) Detailed cost estimate of the fees to perform the project.
- 10) Proposed outline of Pentest Reports.

TERMS AND CONDITIONS

All contractual terms and conditions related to the work performed, non-disclosure of information, or liability issues must be detailed. ARIN will require that the Respondent



performing this service sign a non-disclosure agreement prior to beginning work due to the highly proprietary or sensitive nature of the information that may be disclosed during the project. All reports will be marked as Private and Confidential and sent directly to the Chief Information Security Officer.

Respondents should examine all the RFP documents carefully. The submission of a proposal indicates that the Respondent thoroughly understands all the terms and conditions, instructions, notices, parameters and specifications of the RFP documents as well as Respondent's proposal.

Unnecessarily elaborate or lengthy responses beyond that which is sufficient to present a complete and concise response to this RFP are not desired and may be construed as an indication of Respondent's lack of cost consciousness.

The laws of the Commonwealth of Virginia shall govern the interpretation and enforcement of any contract resulting from this RFP.

INSTRUCTIONS FOR SUBMISSION OF PROPOSAL

The proposal must be received by ARIN on or before the date and time specified below as the submission deadline. Each proposal must be duly signed by an authorized agent of Respondent, with Respondent's legal name fully identified.

SUBMISSION DEADLINE

August 21, 2026, 5:00 p.m. ET (* ARIN may extend the proposal due date at its sole and absolute discretion. If the date is extended, ARIN shall notify all prospective Respondents who have indicated their intent to submit a proposal.)

Proposals and questions should be submitted via email to:

Proposal Review Team
American Registry for Internet Numbers, Ltd.
RFP@arin.net