

## Recommendation for New Contracts

**AEPA 025-F** Cybersecurity & Training

### RFPs received that were rejected PRIOR to Category Committee evaluation with cause for rejection:

- **vTech Solution Inc.** - Missing signature forms or pricing documentation.

### RFPs received that were rejected DURING Category Committee evaluation with cause for rejection:

- **Beta Systems International** - Scored below 70 points on RFP criteria.
- **CCS Global Tech** - No F.1 or F.2 that were required. Limited offering for technical training courses. Pricing was uploaded separately and incorrect format.
- **Clutch Solutions, LLC** – Scored below 70 points on RFP criteria
- **Enterprise Risk Management, Inc. dba ERMProtect** - Scored below 70 points on RFP criteria
- **Executive Option, LLC** - No F.1 or F.2 that were required. Total project amount for AEPA members was estimated. Project total in summary didn't add up to \$1,450,960 in project summary. No individual school pricing model provided for school members.
- **Fortalice Solutions, LLC** – Scored below 70 points on RFP criteria
- **Hamilton Telecommunications** - Scored below 70 points on RFP criteria
- **Infosec Institute** - Scored below 70 points on RFP criteria
- **Network Technology Partners** - Did not submit pricing file, submitted the Questionnaire Excel file instead.
- **Tyler Technologies** – An extensive list of exceptions added to Part E - Signature Forms and upon further review with the committee and legal-council it was noted that Tyler is unwilling to adhere to AEPAs contract

### Methodology Used by the Committee for Determination:

**Responsive and responsible Respondents(s)** based on the attached RFP criteria.

**Baseline score of 70 points or higher**

### Vendor(s) recommended with reason for recommendation:

- **ActZero** – Offers Managed Detection and Response (MDR) services and reporting.
- **Caetra.io** – Provided a clear marketing plan and documentation with tiered pricing discounts with a specific focus on the CyMetric Risk Management Platform.
- **CDW Government, LLC** – Offered full catalog pricing with an expert driven comprehensive suite of cybersecurity tools and training solutions.
- **Forward-Edge** – Managed Cybersecurity Services, using best practices in NIST Cybersecurity Framework (CSF). Knowledgeable team in the areas of cyber liability insurance requirements, data privacy compliance including professional learning services.
- **ResoluteGuard** – A proactive approach through assessment, monitoring, reporting, and training. Offering real-time executive summaries and templated policies to streamline documentation.
- **SHI** – With a vendor-neutral approach, SHI offers solutions in data center security, application security, and identity management while proactively identifying vulnerabilities including a full catalog of products and services for a holistic approach to your network security.
- **TwoTrees Technologies, LLC** – Offering a unique suite of Endpoint Protection, customizable phishing simulations, mobile device management and training programs.

### The below responses listed deviations and/or exceptions :

- **CDW Government, LLC** See attached document; 1-CDW Government AEPA RFP 025 Cybersecurity Exceptions.pdf
- **SHI** – See attached documents; 3-Part C- AEPA Terms and Condition Exception-SHI.pdf, 4-Part B - AEPA Terms and Conditions Exceptions - SHI.pdf

### **Proposed Motion:**

The Category Committee recommends AEPA reject the RFPs from:

- Beta Systems International
- CCS Global Tech
- Clutch Solutions, LLC
- Enterprise Risk Management, Inc. dba ERMPProtect
- Executive Option, LLC
- Fortalice Solutions, LLC
- Hamilton Telecommunications
- Infosec Institute
- Network Technology Partners
- Tyler Technologies

### **Proposed Motion:**

The Category Committee recommends the following responses for approval by AEPA:

- ActZero
- Caetra.io
- CDW Government, LLC
- Forward-Edge
- ResoluteGuard
- SHI
- TwoTrees Technologies, LLC

### **Committee Members**

**Committee Chair – Name & Signature:** Hope Hardin-Borbely, IL

  
Hope Hardin-Borbely (Nov 19, 2024 14:04 PST)

**Committee Member:** Anna Marie Hollander, MI

**Committee Member:** Craig Peterson, NE

**Committee Member:** Click or tap here to enter text.

| <b>A</b> | <b>RFP Category Committee Evaluation</b>  | <b>100 pts</b> |
|----------|---|----------------|
| A-1      | Complete Response to Bid  | 5              |
| A-2      | Cost Evaluation   | 55             |
| A-3      | Conformance to Bid Terms and Conditions   | 5              |
| A-4      | Pricing Equal to or Better Than That Offered to Individual Entities or Cooperatives with Equal or Lesser Volume | 5              |
| A-5      | Quality and Suitability of Products Offered   | 5              |
| A-6      | Marketing Plan  | 5              |
| A-7      | Financial Viability   | 5              |
| A-8      | Demonstrated Track Record of Performance in the Public Marketplace  | 5              |
| A-9      | Value Added attributes  | 5              |