



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:

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

 X 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.](#)

A	RFP Category Committee Evaluation	100 pts
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