

May 10, 2018

Proposal Evaluation Summary

Managed Security Services – RFP #PUR0118-110

Proposals opened March 16, 2018

Evaluators: Nic Roberts, IT Director; Travis Vivian, Enterprise Applications Systems Manager; Shawn Lampe, Infrastructure Manager

Proposals received in alphabetical order (scores provided for proposals selected to move past initial review):

| Firm Name | Location | Financial Proposal (3 years) | Total Score (Written Proposal) |
|---------------------------------|------------------|------------------------------|--------------------------------|
| Achilles Shield, Inc. | Vienna, VA | \$ 417,470.00 | 786.67 |
| Berry Dunn | Portland, ME | \$ 512,165.61 | |
| Carahsoft Technology Corp. | Reston, VA | \$ 290,494.72 | |
| End-to-End Computing, LLC | Alexandria, VA | \$ 519,600.00 | 633.33 |
| Pratum, Inc. | Ankeny, IA | \$ 576,450.00 | 680.00 |
| ProCircular, Inc. | Coralville, IA | \$ 413,125.00 | 860.00 |
| RSM US LLP | Cedar Rapids, IA | \$ 569,020.00 | |
| Security Vitals | Pontiac, MI | \$ 602,000.00 | |
| SeNet International Corporation | Fairfax, VA | \$ 374,832.00 | 826.67 |
| All Covered, Inc. (VioPoint) | Auburn Hills, MI | \$ 1,649,770.17 | |

Top three ranked firms:

1. ProCircular, Inc.

| Criteria | Written Proposal | Final Score |
|-------------------------------------|------------------|-------------|
| Qualifications and Experience (40%) | 333.33 | 373.33 |
| Financial Proposal (20%) | 180.00 | 180.00 |
| Responsiveness (40%) | 346.67 | 360.00 |
| Total Evaluation Points | 860.00 | 913.33 |

Facts:

- Firm possesses all required experience and has provided similar services to other public agencies in Iowa
- Proposed SIEM product is Alien Vault
- Proven track record of flexibility to provide customization and plug-ins for no additional cost to client
- Financial proposal within competitive range
- Clear understanding of the City's needs and priorities for this project
- Available to come on site as needed; incident response on site within 3 hours for no additional charge

2. Achilles Shield

| Criteria | Written Proposal | Final Score |
|-------------------------------------|------------------|-------------|
| Qualifications and Experience (40%) | 320.00 | 306.67 |
| Financial Proposal (20%) | 160.00 | 160.00 |
| Responsiveness (40%) | 306.67 | 333.33 |
| Total Evaluation Points | 786.67 | 800.00 |

Facts:

- Firm possesses experience providing similar services to several other clients
- Proposed SIEM product is Alien Vault

- Willing to adjust services as needed to be most relevant to City's needs
- Financial proposal within competitive range
- Clear understanding of the City's needs and priorities for this project
- Will come on site for start of project

3. SeNet International Corporation

| Criteria | Written Proposal | Final Score |
|-------------------------------------|------------------|-------------|
| Qualifications and Experience (40%) | 320.00 | 240.00 |
| Financial Proposal (20%) | 200.00 | 200.00 |
| Responsiveness (40%) | 306.67 | 146.67 |
| Total Evaluation Points | 826.67 | 586.67 |

Facts:

- Experienced firm with longevity providing IT security in Washington DC area
- Proposal does not include a SIEM solution
- Financial proposal is within competitive range
- Plan is focused on helping the City use existing tools rather than provide a comprehensive solution
- Proposal includes incident response within 1 hour via phone

Recommendation for Award:

The evaluation team scored the top ranked proposals and ProCircular, Inc. was rated as the top proposal. A resolution will be presented to the City Council on May 22, 2018 recommending that the contract be awarded to ProCircular, Inc.