ALACHUA COUNTY
Budget and Fiscal Services
Procurement

Theodore "TJ" White, Jr. CPPB
Procurement Manager

Thomas J. Rouse
Contracts Supervisor

November 7, 2024

<u>**M E M O R A N D U M**</u>

To: Theodore "TJ" White, Jr. CPPB, Procurement Manager

From: Precious Merriweather, Procurement Agent I *Precious Merriweather*
              <small>Precious Merriweather [Nov 7, 2024 14:29 EST]</small>

SUBJECT: **INTENT TO AWARD**
              RFP 24-509-PM Alachua County ITS Penetration (PEN) Test

Solicitation Deadline: 2:00 PM, Wednesday, August 28, 2024
Solicitation Notifications View Count: 3444 Vendors
Solicitation Downloads: 127 Vendors
Solicitation Submissions: 29 Vendors

<u>**Vendors:**</u>

24By7Security, Inc.*   Aegisbyte, LLC**
Coral Springs, FL 33067   Woodbridge, VA 22193

Affinity IT Security Services   Anthony Brunson P.A.
Randolph, NJ 07869   Miramar, FL 33027

Brackish Security, LLC   Continuum GRC, Inc.
Oakland, MD 21550   Scottsdale, AZ 85266

Cyber Security Services, LLC   Panzer Security Consulting, Inc. **
Boynton Beach, FL 33436   Denton, TX 76201

Enterprise Risk Management, Inc.**   Federal Engineering, Inc.**
Coral Gables, FL 33134   Fairfax, VA 22030

Global Solutions Group, Inc.   GoSecure, Inc.
Oak Park, MI 48237   San Diego, CA 92128

Helios Innovations, LLC
Orlando, FL 32801

InterSec, Inc.
Herndon, VA 20171

LanceSoft, Inc.
Herndon, VA 20171

Maverc, LLC**
Hallandale Beach, FL 33009

Norwich University Applied Research Institutes**
Northfield, VT 05663

OPSEC360, LLC**
Tampa, FL 33679

Praetorian Secure, LLC**
Port St Lucie, FL 34984

RubinBrown, LLP**
Denver, CO 80202

Securance, LLC**
Tampa, FL 33635

Sentinel Technologies, Inc.
Downers Grove, IL 60515

Shorebreak iThreat Security, LLC
Gaithersburg, MD 20879

Spirent Communications, Inc.**
United Kingdom

TAC Security Inc.**
San Francisco, CA 94102

TechGuard Security, LLC
O'Fallon, IL 62269

Tyler Technologies, Inc.
Yarmouth, ME 04096

United Data Technologies, Inc.
Miramar, FL 33027

vTech Technologies, Inc.**
Washington, DC 20005

True North Consulting Group, LLC dba
WWW.TNCG.COM
Waco, TX 76708

*Response Disqualified Minimum response requirements not met
**Response Disqualified Incomplete response

RECOMMENDATION:
The board approves the Evaluation Committee's award ranking below for RFP 24-509-PM Alachua County ITS Penetration (PEN) Test.

1. True North Consulting Group, LLC dba WWW.TNCG.COM
2. Global Solutions Group, Inc.
3. Shorebreak iThreat Security, LLC
4. LanceSoft, Inc.
5. Affinity IT Security Services
6. InterSec, Inc.
7. Cyber Security Services, LLC
8. Tyler Technologies, Inc.
9. Anthony Brunson P.A.
10. United Data Technologies, Inc.
11. GoSecure, Inc.
12. Sentinel Technologies, Inc.
13. Brackish Security, LLC

14. TechGuard Security, LLC
15. Continuum GRC, Inc.
16. Helios Innovations, LLC

Approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Should the staff be unable to negotiate a satisfactory agreement with the top-ranked firm, negotiations with the unsuccessful firm will be terminated. Negotiations with the second-ranked firm may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth.

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.

<u>_____*signature*_____</u>
TJ White (Nov 8, 2024 08:17 EST)

Theodore "TJ" White, Jr., CPPB
Procurement Manager

TW/pm

Vendor Complaints or Grievances; Right to Protest

Unless otherwise governed by state or Federal law, this part shall govern the protest and appeal of Procurement decisions by the County. As used in Part A of Article 9 of the Procurement Code, the term "Bidder" includes anyone that submits a response to an invitation to bid or one who makes an offer in response to a solicitation (e.g., ITB, RFP, ITN), and is not limited solely to one that submits a bid in response to an Invitation to Bid (ITB).

(1) *Notice of Solicitations and Awards.* The County shall provide notice of all solicitations and awards by electronic posting in accordance with the procedures and Florida law.

(2) *Solicitation Protest.* Any prospective Bidder may file a solicitation protest concerning a solicitation.

   (a) *Basis of the Solicitation Protest:* The alleged basis for a solicitation protest shall be limited to the following:

   i. The terms, conditions or specifications of the solicitation are in violation of, or are inconsistent with this Code, Florida Statutes, County procedures and policies, or the terms of the solicitation at issue, including but not limited to the method of evaluating, ranking or awarding of the solicitation, reserving rights of further negotiations, or modifying or amending any resulting contract; or

   ii. The solicitation instructions are unclear or contradictory.

   (b) *Timing and Content of the Solicitation Protest:* The solicitation protest must be in writing and must be received by the Procurement Manager, twhite@alachuacounty.us by no later than the solicitation's question submission deadline. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal any solicitation defects, and shall bar the Bidder from subsequently raising such solicitation defects in any subsequent Award Protest, if any, or any other administrative or legal proceeding. In the event a solicitation protest is timely filed, the protesting party shall be deemed to have waived any and all solicitation defects that were not timely alleged in the protesting party's solicitation protest, and the protesting party shall be forever barred from subsequently raising or appealing said solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. The solicitation protest must include, at a minimum, the following information:

   i. The name, address, e-mail and telephone number of the protesting party;

   ii. The solicitation number and title;

   iii. Information sufficient to establish that the protesting party has legal standing to file the solicitation Protest because:

      1. It has a substantial interest in and is aggrieved in connection with the solicitation; and

      2. That the protesting party is responsive, in accordance with the criteria set forth in the solicitation, unless the basis for the Solicitation Protest alleges that the criteria set forth in the solicitation is defective, in which case the protesting party must demonstrate that it is responsible in accordance with the criteria that the protesting party alleges should be used;

   iv. A detailed statement of the basis for the protest;

   v. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

   vi. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and

   vii. The form of the relief requested.

   (c) *Review and Determination of Protest: I*f the Solicitation Protest is not timely, the Procurement Manager shall notify the protesting party that the Solicitation Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Solicitation Protests and may conduct any inquiry that the Procurement Manager deems necessary to make a determination regarding a protest. The Procurement Manager shall issue a written determination granting or denying the protest. The written determination shall contain a concise statement of the basis for the determination.

(d) *Appeal:* If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based, including all supporting documentation. The scope of the appeal shall be limited to the basis alleged in the Solicitation Protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was sent to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said Solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. After considering the appeal, the County Manager must determine whether the solicitation should stand, be revised, or be cancelled, and issue a written determination and provide copies of the determination to the protesting party. The determination of the County Manager shall be final and not subject to further appeal under this code.

(3) *Award Protest.* Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an award protest. However, an award protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.

    (a) *Basis of the Award Protest:* The alleged basis for an Award Protest shall be limited to the following:

        i.   The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;

        ii.   The County failed to substantively follow the procedures or requirements specified in the solicitation documents, except for minor irregularities that were waived by the County in accordance with this Code, which resulted in a competitive disadvantage to the protesting party; and

        iii.   The County made a mathematical error in evaluating the responses to the solicitation, resulting in an incorrect score and not pro*testing party not being selected for award.*

    (b) *Timing and Content of the Award Protest:* The Award Protest must be in writing and must be received by the Procurement Manager, twhite@alachuacounty.us by no later than 3:00 PM on the third business day after the County's proposed Award decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal the County's proposed Award decision in any administrative or legal proceeding. In the event an Award Protest is timely filed, the protesting party shall be deemed to have waived any and all proposed Award defects that were not timely alleged in the protesting party's Award Protest, and the protesting party shall be forever barred from subsequently raising or appealing said Award defects in any administrative or legal proceeding. The Award Protest must include, at a minimum, the following information:

        i.   The name, address, e-mail and telephone number of the protesting party;

        ii.   The Solicitation number and title;

        iii.   Information sufficient to establish that the protesting party's response was responsive to the Solicitation;

        iv.   Information sufficient to establish that the protesting party has legal standing to file the Solicitation Protest because:

            1.   The protesting party submitted a response to the Solicitation or other basis for establishing legal standing;

            2.   The protesting party has a substantial interest in and is aggrieved in connection with the proposed Award decision; and

            3.   The protesting party, and not any other bidder, should be awarded the Solicitation if the protesting party's Award Protest is upheld.

        v.   A detailed statement of the basis for the protest;

        vi.   References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

       vii.   All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and

      viii.   The form of the relief requested.

(c)   *Review and Determination of Protest:* If the Award Protest is not timely, the Procurement Manager shall notify the protesting party that the Award Protests is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Award Protests and may conduct any inquiry that the county Procurement Manager deems necessary to resolve the protest by mutual agreement or to make a determination regarding the protests. The Procurement Manager shall issue a written determination granting or denying each protest. The written determination shall contain a concise statement of the basis for the determination.

(d)   Appeal:

     i.   If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based. The scope of the appeal shall be limited to the basis alleged in the award protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was mailed to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said award defects in any administrative or legal proceeding.

     ii.   After reviewing the appeal, the County Manager will issue a written final determination and provide copies of the determination to the protesting party. Prior to issuing a final determination, the County Manager, in his or her discretion, may direct a hearing officer, or magistrate, to conduct an administrative hearing in connection with the protest and issue findings and recommendations to the County Manager. Prior to a hearing, if held, the Procurement Manager must file with the hearing officer the protest, any background information, and his or her written determination. The protesting party and the County shall equally share the cost of conducting any hearing, including the services of the hearing officer. If applicable, the County Manager may wait to issue a written final determination until after receipt of the findings and recommendations of the hearing officer. The determination of the County Manager shall be final and not subject to further appeal under this code.

(4)   *Burden of Proof:* Unless otherwise provide by Florida law, the burden of proof shall rest with the protesting party.

(5)   *Stay of Procurements during Protests.* In the event of a timely protest, the County shall not proceed further with the solicitation or with the award of the contract until the Procurement Manager, after consultation with the head of the using department, makes a written determination that the award of the solicitation without delay is:

(a)   Necessary to avoid an immediate and serious danger to the public health, safety, or welfare;

(b)   Necessary to avoid or substantial reduce significant damage to County property;

(c)   Necessary to *avoid or substantially reduce interruption of essential County Services; or;*

(d)   Otherwise in the best interest of the public.

<p align="center">**Public Meeting Minutes (Start Recording)**</p>

<p align="center">**RFP 24-509-PM   Alachua County ITS Penetration (PEN) Test**</p>

Date: Thursday November 7, 2024   Start Time: 9:00 AM   Location: 12 SE 1 Street
                                                                                                      3rd Floor Conf. Room
                                                                                                      Gainesville, FL 32601

1. **Call Meeting to Order**

2. **RFP Process Overview for Today's Meeting**

    2.1. Good morning, I am **Precious Merriweather** and Mandy Mullins with Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member), introduce committee, Christopher Cochran, Dennis Garraty, Bret Macolino, Mike Robinson, Guan Watson.
    2.2. Thank you, committee, for taking the time out of your busy schedule to evaluate these proposals. Welcome to the citizens attending this Public Meeting; this meeting is open to the public and you will have an announced time (3 minutes; no response required) for public comments. Please review the agenda that is on the screen.
    2.3. The RFP team will be evaluating vendors' proposals, discussing their scores, and approving the Team's Ranking. This Team's final ranking will be submitted to the BoCC with the negotiated contract(s) for approval.

3. **RFP Committee Members Process Instructions**

    3.1. **First**, in OPENGOV, all evaluators have certified that they have no Conflict of Interest, and I will show them on screen, discuss if necessary.
    3.2. **Second**, due to the cone-of-silence imposed on the committee members, this is the first occasion members have been able to talk and work together as a committee.
    3.3. *As committee members you have broad latitude in your discussions, deliberations and ranking provided you are not arbitrary and capricious.*
    3.4. **Third**, provide procurement points to members for the – Volume of Previous Work (VOW), Location, SBE Points.
    3.5. **Fourth**, we will record and discuss the preliminary scores on the screen. Call for validation of scores to ensure they are the scores the members entered in OPENGOV.

    3.6.   The team will discuss, evaluate, and rank all vendor submittals one by one. Starting with the team leader allow each member to give feedback. (Encourage dialog)
        3.6.1.   Discuss scores and make Changes if pertinent.
        3.6.2.   Discussion record and Update: **Evaluation Scores**
            3.6.2.1.   Encourage discussion on the proposals, scoring and until all members are satisfied.
            3.6.2.2.   NOTE: Agents will monitor the discussion, keep it on track; keep it on topic.

Vendor	Christopher Cochran	dennis garraty	Bret Macolino	Mike Robinson	Guan Watson	Total Score (Max Score 200)
WWW.TNCG.COM	175	165	148	153	148	157.8
Global Solutions Group, Inc.	175	146	140	162	140	152.6
Shorebreak iThreat Security	175	150	146	142	138	150.2
LanceSoft, Inc	157	150	146	157	138	149.6
Affinity IT Security Services	156	163	142	152	129	148.4
intersec inc	175	157	132	154	123	148.2
Cyber Security Services	163	138	140	161	137	147.8
Tyler Technologies, Inc	168	154	144	140	128	146.8
Anthony Brunson P.A.	154	166	130	141	130	144.2
United Data Technologies	138	164	126	144	127	139.8
GoSecure	151	133	138	141	133	139.2
Sentinel Technologies, Inc	92	128	141	143	125	125.8
Brackish Security	96	134	144	131	121	125.2
TechGuard Security, LLC	100	127	141	128	121	123.4
Continuum GRC, Inc.	98	127	145	127	97	118.8
Helios Innovations LLC	50	137	147	105	73	102.4

Click a vendor's name to view the scorecard submitted by each evaluator for that response

4. Motion to Approve Ranking: Dennis Garraty motioned to approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Should the staff be unable to negotiate a satisfactory agreement with the top ranked firm, negotiations with the unsuccessful firm will be terminated. Negotiations with the second ranked firm may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth; Christopher Cochran seconded the motion.
   Vote 5-0 in favor.

5. Public Comments (3 minutes): 2 public comments

6. Motion to Approve the Meeting Minutes: Bret Macolino moved to approve the Minutes, Mike Robinson seconded the motion.
   Vote 5-0 in favor.

7. Meeting Adjourn at – 9:44 a.m.

Alachua County, Florida
Procurement
Theodore "TJ" White, Jr. CPPB, Procurement Manager
County Administration Building, Gainesville, FL 32601
(352) 374-5202

EXECUTIVE SUMMARY
RFP No. RFP 24-509-PM
Alachua County ITS Penetration (PEN) Test

RESPONSE DEADLINE: August 28, 2024 at 2:00 pm

Thursday, November 7, 2024

SOLICITATION OVERVIEW

Project Title	Alachua County ITS Penetration (PEN) Test
Project ID	RFP 24-509-PM
Project Type	Request For Proposal
Release Date	July 3, 2024
Due Date	August 28, 2024
Procurement Agent	Precious Merriweather
Evaluators	Christopher Cochran, Bret Macolino, Mike Robinson, Guan Watson, dennis garraty
Project Description	This Request for Proposal (RFP) seeks penetration testing services to enhance the organization's security posture by identifying and addressing vulnerabilities in the external and internal network infrastructure, web applications, and internal systems. The scope includes conducting external and internal penetration tests, providing recommendations for remediation, and delivering detailed reports, methodology, findings, and an Executive summary. Compliance with industry standards and regulations, expertise in similar engagements, and adherence to timelines and terms are key requirements.

Introduction

Summary

Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Consultant" or the "proposer") for the provision of RFP 24-509-PM Alachua County ITS Penetration (PEN) Test.

The following apply to this request for proposal: Instruction to Proposers, Terms and Conditions, Insurance, Scope of Work, Proposal Requirements and Organization, Request for Proposal Selection Procedures, Evaluation Phases, Attachments, Submittals and Sample Agreement.

This Request for Proposal (RFP) seeks penetration testing services to enhance the organization's security posture by identifying and addressing vulnerabilities in the external and internal network infrastructure, web applications, and internal systems. The scope includes conducting external and internal penetration tests, providing recommendations for remediation, and delivering detailed reports, methodology, findings, and an Executive summary. Compliance with industry standards and regulations, expertise in similar engagements, and adherence to timelines and terms are key requirements.

Background

Location: Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee, 140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 250,000 and a regional airport. The County itself consists of a total area of 969 square miles.

Form of Government: Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector, and the Property Appraiser. The Alachua County Attorney also reports to the Board.

Contact Information

Precious Merriweather
Procurement Agent I
Email: pmerriweather@alachuacounty.us
Phone: (352) 337-6269
Department:
Information and Telecom Services

Timeline

Solicitation Release Date	July 3, 2024
Question Submission Deadline	August 18, 2024, 8:45am
Solicitation Submission Deadline	August 28, 2024, 2:00pm

Solicitation Opening – Teams Meeting	August 28, 2024, 2:00pm The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required. Join Microsoft Teams meeting Join on your computer, mobile app or room device Click here to join the meeting https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2IxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d Meeting ID: 259 625 692 241 Passcode: yX9G3Q Download Teams | Join on the web Or call in (audio only) +1 469-998-7938,,366862554# United States, Dallas Phone Conference ID: 366 862 554# If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at ADA@alachuacounty.us or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).

SOLICITATION STATUS HISTORY

Date	Changed To	Changed By
May 28, 2024 8:38 AM	Draft	Precious Merriweather
Jun 25, 2024 9:55 PM	Review	Precious Merriweather
Jul 3, 2024 2:32 PM	Final	Precious Merriweather
Jul 3, 2024 2:32 PM	Post Pending	Precious Merriweather
Jul 3, 2024 3:00 PM	Open	OpenGov Bot
Aug 28, 2024 2:00 PM	Pending	OpenGov Bot
Sep 4, 2024 3:14 PM	Evaluation	Precious Merriweather

PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
Submitted	Affinity IT Security Services	Michael McCormick mike@affinity-it.com	Aug 28, 2024 10:40 AM
Submitted	Anthony Brunson P.A.	Anthony Brunson abrunson@abcpasolutions.com	Aug 28, 2024 11:56 AM
Submitted	Brackish Security	Raymi Kliesen raymi.kliesen@brackish.io (970) 692-0253	Aug 23, 2024 5:28 PM
Submitted	Continuum GRC, Inc.	Anna Dickerson anna.dickerson@continuumgrc.com	Aug 28, 2024 12:58 PM
Submitted	Cyber Security Services	Alison Dubsky alison.dubsky@cybersecurityservices.com (786) 266-7388	Aug 28, 2024 1:42 PM
Submitted	Global Solutions Group, Inc.	Lisa Salvador info@globalsolgroup.com	Aug 28, 2024 12:01 PM
Submitted	GoSecure	Global Bid Desk globalbiddesk@gosecure.net (514) 287-7427	Aug 27, 2024 4:47 PM
Submitted	Helios Innovations LLC	Gracie Pereira info@heliosinnovations.net	Aug 25, 2024 11:22 AM
Submitted	LanceSoft, Inc	Abdul Jabbar abdul.j@lancesoft.com	Aug 2, 2024 10:04 AM
No Bid	Norwich University Applied Research Institutes	Ashley Lipton alipton@norwich.edu	Jul 8, 2024 1:19 PM
Submitted	Sentinel Technologies, Inc	Ed Truesdale etruesda@sentinel.com	Aug 27, 2024 2:23 PM
Submitted	Shorebreak iThreat Security	Tim Spiegel sales@shorebreaksecurity.com	Aug 26, 2024 3:15 PM

Status	Vendor	Contact Info	Submission Date
Submitted	TechGuard Security, LLC	Maxwell Stone maxwell.stone@techguardsecurity.com (636) 489-2230	Aug 28, 2024 12:15 PM
Submitted	Tyler Technologies, Inc	Robb Ann Hurst robbann.hurst@tylertech.com (800) 772-2260	Aug 27, 2024 3:13 PM
No Bid	Unipak Corp.	Brian Marcus customercare@unipakcorp.net (888) 808-5120	Jul 3, 2024 3:03 PM
Submitted	United Data Technologies	Alejandro Betancourth abetancourth@udtonline.com	Aug 27, 2024 10:12 AM
Submitted	WWW.TNCG.COM	Rick Anderson rick.anderson@tncg.com (651) 705-1249	Aug 26, 2024 12:40 PM
Submitted	intersec inc	Anil Varma info@intersecinc.com	Aug 28, 2024 8:27 AM
Disqualified	24By7Security, Inc.	Rema Deo rema.deo@24by7security.com (954) 464-4612	Aug 27, 2024 10:40 AM
Disqualified	Aegisbyte LLC	John Cook Jr john.cook@aegisbyte.com (703) 929-3677	Aug 27, 2024 9:43 PM
Disqualified	E-Panzer	Rachael Ideji irachael@e-panzer.com (877) 230-2333	Aug 27, 2024 8:42 AM
Disqualified	ERM	Silka Gonzalez sgonzalez@ermprotect.com (305) 447-6750	Aug 23, 2024 1:08 PM
Disqualified	Federal Engineering, Inc.	Laura Cross registrations@fedeng.com (703) 359-8200	Aug 27, 2024 4:47 PM
Disqualified	Maverc Technologies	Ross Seay rseay@maverc.com (443) 812-8214	Aug 28, 2024 1:59 PM
Disqualified	OPSEC360, LLC	Joshua Belk jbelk@opsec360.com (727) 494-5385	Aug 28, 2024 6:47 AM
Disqualified	Praetorian Secure	Austin Ross austin.ross@praetoriansecure.com (772) 340-6732	Aug 28, 2024 1:03 PM

Status	Vendor	Contact Info	Submission Date
Disqualified	RubinBrown LLP	Rob Rudloff rob.rudloff@rubinbrown.com (303) 952-1220	Aug 27, 2024 1:27 PM
Disqualified	Securance LLC	Shawn Marsh smarsh@securanceconsulting.com	Aug 26, 2024 9:57 AM
Disqualified	Spirent Communications	Clayton Ganziano clayton.ganziano@spirent.com	Aug 22, 2024 3:49 PM
Disqualified	TAC Security Inc.	Trishneet Arora sales@tacsecurity.com	Aug 28, 2024 10:14 AM
Disqualified	vTech Solution Inc.	Haresh Vataliya rfp.vtech@vtechsolution.com (202) 644-9774	Aug 28, 2024 1:58 PM

VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	Affinity IT Security Services	Anthony Brunson P.A.	Brackish Security	Continuum GRC, Inc.
Corporate Resolution Granting Signature	Pass	Pass	Pass	Pass
State Compliance	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response	No Response	Pass
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	

Question Title	Affinity IT Security Services	Anthony Brunson P.A.	Brackish Security	Continuum GRC, Inc.
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass	Pass	Pass
Alachua County Government Minimum Wage		Pass	Pass	Pass
Alachua County Location Preference	Pass	Pass	Pass	Pass
Drug Free Workplace	Pass	Pass	Pass	Pass
Vendor Eligibility	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	Pass
Responsible Agent Designation	Pass	Pass	Pass	
Conflict of Interest	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation	Fail	Pass	Pass	Pass
Acknowledgement of Requirements	Pass	Pass	Pass	Pass

Question Title	Cyber Security Services	Global Solutions Group, Inc.	GoSecure	Helios Innovations LLC
Corporate Resolution Granting Signature	Pass	Pass	Pass	Pass
State Compliance	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response	No Response	No Response
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass	Pass	Pass

Question Title	Cyber Security Services	Global Solutions Group, Inc.	GoSecure	Helios Innovations LLC
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass	Pass	Pass
Alachua County Government Minimum Wage	Pass	Pass	Pass	Pass
Alachua County Location Preference	Pass	Pass	Pass	Pass
Drug Free Workplace	Pass	Pass	Pass	Pass
Vendor Eligibility	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	Pass
Responsible Agent Designation	Pass	Pass	Pass	Pass
Conflict of Interest	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation	Pass	Pass	Pass	Fail
Acknowledgement of Requirements	Pass	Pass	Pass	Pass

Question Title	LanceSoft, Inc	Sentinel Technologies, Inc	Shorebreak iThreat Security	TechGuard Security, LLC
Corporate Resolution Granting Signature	Pass	Pass	Pass	Pass
State Compliance	Pass	Pass		Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass

Question Title	LanceSoft, Inc	Sentinel Technologies, Inc	Shorebreak iThreat Security	TechGuard Security, LLC
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	No Response	No Response	No Response	No Response
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass	Pass	Pass
Alachua County Government Minimum Wage	Pass	Fail	Pass	Pass
Alachua County Location Preference	Fail	Pass	Pass	Pass
Drug Free Workplace	Pass	Pass	Pass	Pass
Vendor Eligibility	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	Pass

Question Title	LanceSoft, Inc	Sentinel Technologies, Inc	Shorebreak iThreat Security	TechGuard Security, LLC
Responsible Agent Designation	Pass	Pass	Pass	Pass
Conflict of Interest	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation	Pass	Pass	Pass	Pass
Acknowledgement of Requirements	Pass	Pass	Pass	Pass

Question Title	Tyler Technologies, Inc	United Data Technologies	WWW.TNCG.COM	intersec inc
Corporate Resolution Granting Signature	Pass	Pass	Pass	Pass
State Compliance	Pass	Pass	Pass	Fail
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	No Response	No Response	No Response
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response

Question Title	Tyler Technologies, Inc	United Data Technologies	WWW.TNCG.COM	intersec inc
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass	Pass	Pass
Alachua County Government Minimum Wage	Pass	Pass	Pass	Pass
Alachua County Location Preference	Pass	Pass	Pass	Fail
Drug Free Workplace	Pass	Pass	Pass	Pass
Vendor Eligibility	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	Pass
Responsible Agent Designation	Pass	Pass	Pass	Pass
Conflict of Interest	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation	Pass	Pass		Pass
Acknowledgement of Requirements	Pass	Pass	Pass	Pass

QUESTIONS AND ANSWERS

Approved, Unanswered Questions

Approved, Answers Provided

1. Authorized reseller

Jul 8, 2024 1:04 PM

Question:

Jul 8, 2024 1:04 PM

Answered by Precious Merriweather: Per request from vendor this question will be disregarded.

Jul 8, 2024 1:42 PM

2. Budget

Jul 10, 2024 12:14 PM

Question: Is the project budgeted? If so, can you share any information about the budget.

Jul 10, 2024 12:14 PM

Answered by Precious Merriweather: The budget for this project is $100,000.00.

Jul 10, 2024 1:01 PM

3. Web application testing

Jul 10, 2024 12:16 PM

Question: Does the County need web application security assessment (e.g., credentialed testing) testing, or just penetration testing?

Jul 10, 2024 12:16 PM

Answered by Precious Merriweather: The county is not specifically looking for web application security assessment, but our expectations, are that all external-facing assets will be included in the penetration testing.

Jul 11, 2024 11:27 AM

4. Timing and Timeline

Jul 10, 2024 12:17 PM

Question: Does the County have specific timing or timelines requirements for the effort?

Jul 10, 2024 12:17 PM

Answered by Precious Merriweather: The expectation is that any service-affecting work be scheduled and performed outside of our business hours.

Jul 11, 2024 11:27 AM

5. Scope of Work

Jul 11, 2024 11:12 AM

Question: Can you provide more detailed information on the specific systems and applications that need to be tested?

Jul 11, 2024 11:12 AM

Answered by dennis garraty: Systems: switches, routers, APs, firewalls, physical and virtual computing devices such computers, servers, etc. Applications: alachuacounty.us domain/sub-domains, and the Alachua County intranet.

Jul 24, 2024 7:58 AM

6. Timeline

Jul 11, 2024 11:12 AM

Question: Is there a preferred timeline or schedule for the completion of the penetration testing?

Jul 11, 2024 11:12 AM

Answered by Precious Merriweather: The expectation is that any service-affecting work be scheduled and performed outside of our business hours.

Jul 11, 2024 11:27 AM

7. No subject

Jul 11, 2024 11:13 AM

Question: Can you provide a detailed network diagram?

Jul 11, 2024 11:13 AM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

8. No subject

Jul 11, 2024 11:13 AM

Question: What level of access will be provided for the internal penetration testing?

Jul 11, 2024 11:13 AM

Answered by dennis garraty: A standard departmental user on a departmental subnet.

Jul 24, 2024 7:58 AM

9. No subject

Jul 11, 2024 11:13 AM

Question: Can you provide more details on the evaluation criteria and scoring methodology?

Jul 11, 2024 11:13 AM

Answered by Precious Merriweather: The evaluation criteria and scoring can be found in Section 8 of the RFP.

Jul 11, 2024 11:27 AM

10. No subject

Jul 11, 2024 11:13 AM

Question: Can you provide a copy of the sample agreement mentioned in the RFP?

Jul 11, 2024 11:13 AM

Answered by Precious Merriweather: The sample agreement can be found in Section 11 of the RFP.

Jul 11, 2024 11:27 AM

11. No subject

Jul 11, 2024 11:13 AM

Question: Are there any specific goals or incentives for Small Business Enterprise (SBE) participation?

Jul 11, 2024 11:13 AM

Answered by Precious Merriweather: Participation in the Small Business Enterprise will receive 15 points provided by Procurement

Jul 11, 2024 11:27 AM

12. No subject

Jul 11, 2024 11:14 AM

Question: Is this a new contract? If not, who is the incumbent?

Jul 11, 2024 11:14 AM

Answered by dennis garraty: This is a new contract.

Jul 24, 2024 7:58 AM

13. No subject

Jul 11, 2024 11:14 AM

Question: When was the penetration testing performed previously?

Jul 11, 2024 11:14 AM

Answered by dennis garraty: 2020

Jul 24, 2024 7:58 AM

14. No subject

Jul 11, 2024 11:17 AM

Question: Will the selected vendor be responsible for implementing any remediation measures, or just providing recommendations?

Jul 11, 2024 11:17 AM

Answered by dennis garraty: The vendor will be responsible for providing detailed recommendations for remediation.

Jul 24, 2024 7:58 AM

15. No subject

Jul 11, 2024 11:17 AM

Question: Can you provide details on the existing security measures such as IDS/IPS, endpoint protection solutions, and encryption practices?

Jul 11, 2024 11:17 AM

Answered by dennis garraty: We have the following solutions in place: Endpoint Detection & Response (EDR), Security Operations Platform, Content Delivery Network, Email Security, Web Application Filter, Secure Web Gateway and internal and external firewalls.

Jul 24, 2024 7:58 AM

16. No subject

Jul 11, 2024 11:18 AM

Question: Are there any specific configurations or operating systems in use across the 1500 workstation endpoints that we should be aware of?

Jul 11, 2024 11:18 AM

Answered by dennis garraty: The predominant operating system is Windows, but a small percentage of macOS devices exist.

Jul 24, 2024 7:58 AM

17. No subject

Jul 11, 2024 12:19 PM

Question: Will the County accept a proposal that provides a quote based on a sample of the environment provided?

Jul 11, 2024 12:19 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

18. No subject

Jul 11, 2024 12:19 PM

Question: Does the county Enterprise environment incorporate the Sheriff, Fire Dept, Public Works, etc; or is this just the County Enterprise Environment?

Jul 11, 2024 12:19 PM

Answered by dennis garraty: This is for the County Enterprise Environment, which includes Fire Rescue and Public Works. We provide connectivity between and internet access for several Constitutional Offices.

Jul 24, 2024 7:58 AM

19. External Penetration Testing

Jul 11, 2024 12:55 PM

Question: Are there any third-party systems or networks in scope? If so, please list them.

Jul 11, 2024 12:55 PM

Answered by dennis garraty: No, but the county does have connections to several Constitutional Offices whose networks may be discovered during testing.

Jul 24, 2024 7:58 AM

20. External Penetration Testing

Jul 11, 2024 12:55 PM

Question: Is an attestation letter required for the external penetration test?

Jul 11, 2024 12:55 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

21. External Penetration Testing

Jul 11, 2024 12:55 PM

Question: What is the number of subnets included in the scope?

Jul 11, 2024 12:55 PM

Answered by dennis garraty: Approximately 300, including any subnetted ranges.

Jul 24, 2024 7:58 AM

22. External Penetration Testing

Jul 11, 2024 12:54 PM

Question: Based on the environmental information provided, what is the total number of external IPs to be tested?

Jul 11, 2024 12:54 PM

Answered by dennis garraty: Approximately 425.

Jul 24, 2024 7:58 AM

23. No subject

Jul 11, 2024 12:19 PM

Question: Will the Customer provide a proposal due date extension to Wednesday, August 14th?

Jul 11, 2024 12:19 PM

Answered by Precious Merriweather: Please acknowledge Addendum #2 to see the extended due date.

Jul 24, 2024 8:10 AM

24. APIs

Jul 11, 2024 1:39 PM

Question: Will the county provide access to any documentation and/or URLs to definition files (e.g. WSDLs)?

Jul 11, 2024 1:39 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

25. APIs

Jul 11, 2024 1:38 PM

Question: How many distinct APIs need to be tested?

Jul 11, 2024 1:38 PM

Answered by dennis garraty: Alachua County hosts a variety of first-party APIs for use by several applications on the alachuacounty.us domain.

Jul 24, 2024 7:58 AM

26. APIs

Jul 11, 2024 1:38 PM

Question: Are there any system-to-system APIs (WCF, REST, etc.) exposed by the applications to be tested that you would like to have tested?

Jul 11, 2024 1:38 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

27. Thick Clients

Jul 11, 2024 1:38 PM

Question: Is there a thick client that talks to the applications to be tested? If so, should the thick client(s) be tested?

Jul 11, 2024 1:38 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

28. SSO

Jul 11, 2024 1:38 PM

Question: Do any of the applications to be tested interface with any single sign-on (SSO) solution? If so, what are the SSO solutions for the applications to be tested? Additionally, is the SSO server accessible from the internet, only internally, or restricted?

Jul 11, 2024 1:38 PM

Answered by dennis garraty: Yes, and the SSO server is accessible from the internet.

Jul 24, 2024 7:58 AM

29. Mobile/Web Application Testing

Jul 11, 2024 1:37 PM

Question: How many user interfaces comprise each application to be tested?

Jul 11, 2024 1:37 PM

Answered by dennis garraty: Most applications in our inventory have both a mobile and desktop interface.

Jul 24, 2024 7:58 AM

30. Mobile/Web Application Testing

Jul 11, 2024 1:36 PM

Question: What are the different types of roles to be tested within the applications that are to be tested?

Jul 11, 2024 1:36 PM

Answered by dennis garraty: Anonymous user, logged-in user, admin, and super-user roles could exist within any of the applications on the alachuacounty.us domain. Not all applications will contain all roles.

Jul 24, 2024 7:58 AM

31. Mobile/Web Application Testing

Jul 11, 2024 1:36 PM

Question: Do any of the applications to be tested rely on client-side technologies?

Jul 11, 2024 1:36 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

32. Mobile/Web Application Testing

Jul 11, 2024 1:36 PM

Question: Will you provide a list of the language(s) that each application to be tested was developed in?

Jul 11, 2024 1:36 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

33. Mobile/Web Application Testing

Jul 11, 2024 1:36 PM

Question: Do the applications leverage AJAX, AngularJS, or other frameworks?

Jul 11, 2024 1:36 PM

Answered by dennis garraty: Yes, some do.

Jul 24, 2024 7:58 AM

34. Mobile/Web Application Testing

Jul 11, 2024 1:36 PM

Question: Will testing be conducted on a production environment, or is a development/staging environment available for the applications to be tested?

Jul 11, 2024 1:36 PM

Answered by dennis garraty: Testing will be on a production environment.

Jul 24, 2024 7:58 AM

35. Mobile/Web Application Testing

Jul 11, 2024 1:35 PM

Question: Will you list any other third-party products that are utilized for the applications to be tested?

Jul 11, 2024 1:35 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

36. Mobile/Web Application Testing

Jul 11, 2024 1:35 PM

Question: Do any of the applications utilize an application server?

Jul 11, 2024 1:35 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

37. Mobile/Web Application Testing

Jul 11, 2024 1:35 PM

Question: Are any of the applications to be tested custom-built, third-party hosted, or COSTS?

Jul 11, 2024 1:35 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

38. Mobile/Web Application Testing

Jul 11, 2024 1:35 PM

Question: Regarding the applications to be tested, what type of data are the applications responsible for protecting?

Jul 11, 2024 1:35 PM

Answered by dennis garraty: Both protected and non-protected data.

Jul 24, 2024 7:58 AM

39. Mobile/Web Application Testing

Jul 11, 2024 1:34 PM

Question: Is an attestation letter required for the Mobile/Web Application Testing?

Jul 11, 2024 1:34 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

40. Mobile/Web Application Testing

Jul 11, 2024 1:34 PM

Question: Are there specific concerns for each application being tested? If so, what are they?

Jul 11, 2024 1:34 PM

Answered by dennis garraty: Some applications pose virtually no security risk, while others house protected data, each with its specific concerns for protecting that data.

Jul 24, 2024 7:58 AM

41. Mobile/Web Application Testing

Jul 11, 2024 1:33 PM

Question: Based on the environmental information provided, how many web/mobile applications need to be tested?

Jul 11, 2024 1:33 PM

Answered by dennis garraty: Any public-facing application on the alachuacounty.us domain and associated subdomains, approximately 200.

Jul 24, 2024 7:58 AM

42. Internal Penetration Testing

Jul 11, 2024 1:28 PM

Question: Please list any third-party systems or networks that are in-scope, as well as which systems they own, if applicable.

Jul 11, 2024 1:28 PM

Answered by dennis garraty: There are no third-party systems in scope.

Jul 26, 2024 4:29 PM

43. Internal Penetration Testing

Jul 11, 2024 1:28 PM

Question: Can the assessment be performed remotely, or is on-site required?

Jul 11, 2024 1:28 PM

Answered by dennis garraty: The assessment can be performed remotely if the vendor can demonstrate the ability to complete all internal/external testing without being on-site.

Jul 24, 2024 7:58 AM

44. Internal Penetration Testing

Jul 11, 2024 1:28 PM

Question: Do all internal systems respond to Ping Echo requests?

Jul 11, 2024 1:28 PM

Answered by dennis garraty: Most, but not all, systems respond to ping.

Jul 24, 2024 7:58 AM

45. Internal Penetration Testing

Jul 11, 2024 1:27 PM

Question: Is an attestation letter required for the internal penetration test?

Jul 11, 2024 1:27 PM

Answered by dennis garraty: Yes.

Jul 24, 2024 7:58 AM

46. Internal Penetration Testing

Jul 11, 2024 1:27 PM

Question: Is a retest of critical/high findings required?

Jul 11, 2024 1:27 PM

Answered by dennis garraty: Responses should state whether retesting after remediation is included in the proposal.

Jul 24, 2024 7:58 AM

47. Internal Penetration Testing

Jul 11, 2024 1:27 PM

Question: What is the number of subnets in scope for the internal penetration test?

Jul 11, 2024 1:27 PM

Answered by dennis garraty: Approximately 300, including any subnetted ranges.

Jul 24, 2024 7:58 AM

48. Internal Penetration Testing

Jul 11, 2024 1:27 PM

Question: Based on the environmental information provided, what is the total number of internal IPs to be tested?

Jul 11, 2024 1:27 PM

Answered by dennis garraty: Approximately 4000.

Jul 24, 2024 7:58 AM

49. No subject

Jul 11, 2024 12:19 PM

Question: Did the previous PEN Testing RFP(s) have the same budget and scope requirements?

Jul 11, 2024 12:19 PM

Answered by dennis garraty: No.

Jul 24, 2024 7:58 AM

50. No subject

Jul 11, 2024 12:17 PM

Question: How many Firewall reviews are in this scope?

Jul 11, 2024 12:17 PM

Answered by dennis garraty: on-prem 20 – hardware firewalls 1 – on-prem web application firewall (WAF) cloud 1 - firewall 2 – cloud WAF

Jul 24, 2024 7:58 AM

51. No subject

Jul 15, 2024 12:26 PM

Question: 1. Is this the first time that you will contract a vendor for the services in question? If not, then would a copy of the final contract and amount of the previous successful vendor be available?

Jul 15, 2024 12:26 PM

Answered by dennis garraty: This is the first time we have contracted a vendor specifically to perform penetration testing.

Jul 24, 2024 7:58 AM

52. No subject

Jul 15, 2024 12:27 PM

Question: 2. Is there a not-to-exceed budget for this project that you can share?

Jul 15, 2024 12:27 PM

Answered by Precious Merriweather: The budget is $100,000.00

Jul 26, 2024 4:29 PM

53. No subject

Jul 15, 2024 12:27 PM

Question: For the external network penetration test, approximately how many live external IPs are in scope?

Jul 15, 2024 12:27 PM

Answered by dennis garraty: Approximately 425.

Jul 24, 2024 7:58 AM

54. No subject

Jul 15, 2024 12:27 PM

Question: For the internal network penetration test, approximately how many live internal IPs are in scope?

Jul 15, 2024 12:27 PM

Answered by dennis garraty: Approximately 4000.

Jul 24, 2024 7:58 AM

55. No subject

Jul 15, 2024 12:28 PM

Question: How many web applications are in scope for the web application penetration test? Will you provide test accounts?

Jul 15, 2024 12:28 PM

Answered by dennis garraty: Approximately 68 websites. No, we do not plan to provide test accounts.

Jul 26, 2024 4:29 PM

56. No subject

Jul 15, 2024 12:28 PM

Question: Is social engineering in scope? If so, how many scenarios are you looking to perform? And how many users are to be targeted?

Jul 15, 2024 12:28 PM

Answered by dennis garraty: Yes. The vendor proposal should define the number of scenarios and how many users will be targeted.

Jul 24, 2024 7:58 AM

57. No subject

Jul 15, 2024 2:34 PM

Question: Can the County please validate the number of Web Apps that are homegrown vs commercial or off the shelf Web Apps?

Jul 15, 2024 2:34 PM

Answered by dennis garraty: Our inventory contains both first-party and third-party applications. An exact breakdown will not be provided.

Jul 24, 2024 7:58 AM

58. No subject

Jul 15, 2024 2:34 PM

Question: How many employees does the county have?

Jul 15, 2024 2:34 PM

Answered by dennis garraty: Approximately 2600.

Jul 24, 2024 7:58 AM

59. No subject

Jul 15, 2024 2:35 PM

Question: Can the County verify the number of Internal and External IP addresses?

Jul 15, 2024 2:35 PM

Answered by dennis garraty: External – approximately 425. Internal – approximately 4000.

Jul 24, 2024 7:58 AM

60. No subject

Jul 15, 2024 2:36 PM

Question: How many active directory environments does the County have (AD Domains or Forests)

Jul 15, 2024 2:36 PM

Answered by dennis garraty: There are 3 – forests, each with a single domain.

Jul 26, 2024 4:29 PM

61. OT systems

Jul 16, 2024 11:22 AM

Question: Does this scope include building OT systems such as lighting, HVAC, elevators, access entry, etc.? If so, how many buildings?

Jul 16, 2024 11:22 AM

Answered by dennis garraty: The scope does not specifically include OT systems testing, but devices may be discovered during testing and become part of the scope. Our network spans approximately 50 buildings/locations.

Jul 26, 2024 4:29 PM

62. No subject

Jul 15, 2024 2:40 PM

Question: Can you please explain numeral 2.16 Volume of Previous Work?

Jul 15, 2024 2:40 PM

Answered by Precious Merriweather: Vendors will receive points provided by Procurement based on the Volume of work previously provided to the County. The points are determined by an Adjusted Fee based on the fiscal year payments received.

Jul 16, 2024 12:15 PM

63. Web Applications

Jul 17, 2024 1:21 PM

Question: Are the Web Application(s) owned and managed by the company or a third party (please specify each one)?

Jul 17, 2024 1:21 PM

Answered by dennis garraty: The County maintains both first and third-party applications. The majority are managed by us.

Aug 1, 2024 8:46 AM

64. User Roles

Jul 17, 2024 1:22 PM

Question: How many user roles will we be testing per application?

Jul 17, 2024 1:22 PM

Answered by dennis garraty: Some apps have only one role (anonymous visitor), but others have roles for logged in users, admins and super users.

Aug 1, 2024 8:46 AM

65. Input Pages

Jul 17, 2024 1:23 PM

Question: Could you please specify the number of dynamic pages (pages that accept user input) associated with each application(s)?

Jul 17, 2024 1:23 PM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

66. Dev Environment

Jul 17, 2024 1:24 PM

Question: Does the client have a Development/Staging Environment that closely mimics the Production Environment that can be tested?

Jul 17, 2024 1:24 PM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

67. Application Backup

Jul 17, 2024 1:24 PM

Question: Does the company conduct application backups and have disaster recovery plans in place?

Jul 17, 2024 1:24 PM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

68. Authenticated Testing

Jul 17, 2024 1:23 PM

Question: Will the test include authenticated and unauthenticated testing?

Jul 17, 2024 1:23 PM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

69. Penetration Testing

Jul 18, 2024 12:07 PM

Question: How many External IP Addresses are in scope ?

Jul 18, 2024 12:07 PM

Answered by dennis garraty: Approximately 425.

Jul 26, 2024 4:29 PM

70. Penetration Testing

Jul 18, 2024 12:09 PM

Question: How many Internal IP Addresses are in scope, and approximately how many devices are in your internal network ?

Jul 18, 2024 12:09 PM

Answered by dennis garraty: Approximately: 4000 internal IPs and 2000 devices on the internal network.

Jul 26, 2024 4:29 PM

71. Penetration Testing

Jul 18, 2024 12:11 PM

Question: Do you want a web application security assessment done, and if so, how many external and internal application URL's are in scope ?

Jul 18, 2024 12:11 PM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

72. Penetration Testing

Jul 18, 2024 12:11 PM

Question: Is any WiFi testing in scope ?

Jul 18, 2024 12:11 PM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

73. Project Start/End Date Target:

Jul 20, 2024 9:44 AM

Question: In order to be more specific/ accurate in the requested "timeline", is there any estimated start date for this project? End date?

Jul 20, 2024 9:44 AM

Answered by dennis garraty: No, this will be determined later in the process and coordinated with the awarded vendor.

Jul 26, 2024 4:29 PM

74. No subject

Jul 22, 2024 7:26 AM

Question: Do you want source code to be reviewed?

Jul 22, 2024 7:26 AM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

75. No subject

Jul 22, 2024 7:25 AM

Question: Do you want any mobile applications to be pentested?

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

76. No subject

Jul 22, 2024 7:25 AM

Question: Do you want Social Engineering to be part of this project? If the answer is YES please confirm the number of employees you would like to target?

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes. The vendor proposal should define the targeted number of employees included.

Jul 26, 2024 4:29 PM

77. No subject

Jul 22, 2024 7:25 AM

Question: Please confirm the total number of desktops residing on your user access network….

Jul 22, 2024 7:25 AM

Answered by dennis garraty: There are approximately 1500 workstation endpoints.

Jul 26, 2024 4:29 PM

78. No subject

Jul 22, 2024 7:25 AM

Question: Please confirm the total number of servers / applications residing in your server farm for Internal vulnerability assessment...

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Several dozen applications reside on our server farm, which consists of 6-12 virtual machines.

Aug 1, 2024 8:46 AM

79. No subject

Jul 22, 2024 7:25 AM

Question: "Please confirm if internal vulnerability assessment will need to be carried out across different perimeter boundaries; ⬚ IPSEC VPN over Internet ⬚ MPLS Network ⬚ Leased Lines ⬚ SSL VPN"

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

80. No subject

Jul 22, 2024 7:25 AM

Question: "Please confirm if you would like a cloud architecture assessment of your cloud infrastructure? (Yes/No) Please specify your cloud details if answer is YES (what cloud platform, what applications, what security cloud services you use...)"

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes. Azure. County website.

Jul 26, 2024 4:29 PM

81. No subject

Jul 22, 2024 7:25 AM

Question: "Please confirm if your network & security devices need to be verified against best practice minimum security baseline? If so please state the devices & the QTY.... - Access switches - Core Switches - WAN routers - DMZ switches - Internet Firewalls - Internet Routers - IPS - DC Firewalls - Intranet Firewalls - Distribution Switches - Voice Gateways - IP Telephony Systems (Call Manager) - Wireless"

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes, approximately 25.

Jul 26, 2024 4:29 PM

82. No subject

Jul 22, 2024 7:25 AM

Question: Please confirm if you would like a security architecture assessment of your entire infrastructure? (YES/NO)

Jul 22, 2024 7:25 AM

Answered by dennis garraty: YES

Jul 26, 2024 4:29 PM

83. No subject

Jul 22, 2024 7:25 AM

Question: "In-case of successful exploitation, do you want us to use current exploitation point & combine it with other exploitation points to achieve maximum damage (simulate how far an attacker can go) or every vulnerability should be reported standalone? Note: no harm nor damage will ever affect your running & in-production servers, services..etc since these tests are conducted by certified professionals with years of technical experience, we understand the criticality of your systems & we'll make sure that not even you will notice any difference during the pen testing operations but again we can't grantee that 100% since every environment is unique & unusual things can always happen."

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Yes, we want you to use the current exploitation point & combine it with other exploitation points to achieve maximum damage (simulate how far an attacker can go). This is an expectation for all activities: "no harm nor damage will ever affect your running & in-production servers, services..etc".

Jul 26, 2024 4:29 PM

84. No subject

Jul 22, 2024 7:25 AM

Question: "Please confirm ERP applications (if any) need to be penetration tested and if so provide more details as per the requirement; ⬜ Oracle / SAP / Microsoft or custom built ERP Application? ⬜ Purpose of the ERP Application o Supply Chain Management o Human Resources o Customer Relationship Management ⬜ Is the ERP Solution / Portal exposed on the Internet? ⬜ If connected online please provide the URL…"

Jul 22, 2024 7:25 AM

Answered by dennis garraty: No ERP applications need to be penetration tested.

Jul 26, 2024 4:29 PM

85. No subject

Jul 22, 2024 7:25 AM

Question: "Please confirm the number of Web Sites that need to be part of the external penetration test... Note: Our penetration testing activity will only include the mentioned URLs & any back-links included in those URLs are not a part of our scope."

Jul 22, 2024 7:25 AM

Answered by dennis garraty: Approximately 68.

Jul 26, 2024 4:29 PM

86. SYSTEMS

Jul 22, 2024 7:24 AM

Question: In case, if you decided to conduct a whitebox testing, what is the attack scope, which addresses, systems, devices do you want to test, can you list them & do you have any exclusion list? Note: please start with critical & high priority servers all the way down and feel free to add rows as you sees fit – those two entries are for demonstration & as example only! You can mention TBC if you do not want to disclose the IP address at this stage."

Jul 22, 2024 7:24 AM

Answered by dennis garraty: We are looking to conduct blackbox testing.

Jul 26, 2024 4:29 PM

87. No subject

Jul 22, 2024 7:24 AM

Question: "Please confirm the number of IP addresses within the your network that is subject to be under test – we would want to carry out a network discovery of your infrastructure & need to know the scale of the network. If you decided to conduct a blackbox external penetration testing please provide the total quantity of IP addresses & quantity of websites / URLs that you want testing for security vulnerabilities;"

Jul 22, 2024 7:24 AM

Answered by dennis garraty: Approximately 4000 internal IPs, 425 external IPs, and approximately 68 websites.

Jul 26, 2024 4:29 PM

88. No subject

Jul 22, 2024 7:24 AM

Question: Who will be the contact point to keep in-touch with during the operations & for reporting identified vulnerabilities to?

Jul 22, 2024 7:24 AM

Answered by dennis garraty: The Alachua County ITS security manager and security team.

Jul 26, 2024 4:29 PM

89. No subject

Jul 22, 2024 7:24 AM

Question: Will the organization provide credentials for the assessment in case of Whitebox assessment?

Jul 22, 2024 7:24 AM

Answered by dennis garraty: No credentials will be provided.

Jul 26, 2024 4:29 PM

90. No subject

Jul 22, 2024 7:24 AM

Question: "What OS are installed on the endpoints & servers in the network? Please list the number of systems/servers with each OS"

Jul 22, 2024 7:24 AM

Answered by dennis garraty: The predominant operating system is Windows, but a small percentage of macOS devices and Linux servers exist. There are approximately 1500 – workstation endpoints and approximately 32 running macOS. There are approximately 200 – physical and virtual servers and approximately 10 running Linux.

Jul 26, 2024 4:29 PM

91. No subject

Jul 22, 2024 7:24 AM

Question: Number of Firewalls/WAF (Internal,External/DMZ)

Jul 22, 2024 7:24 AM

Answered by dennis garraty: There are 13 – internal and 11 – external firewalls. There are 4 – web application firewalls (2 – on-prem and 2 – Azure).

Jul 26, 2024 4:29 PM

92. No subject

Jul 22, 2024 7:24 AM

Question: What is/are the type(s) of assessment needed?(Blackbox/Greybox/Whitebox)

Jul 22, 2024 7:24 AM

Answered by dennis garraty: Blackbox.

Jul 26, 2024 4:29 PM

93. No subject

Jul 22, 2024 7:24 AM

Question: Does the organization provide the VAPT team with remote access for assessment, or want the team to be present on the premise?

Jul 22, 2024 7:24 AM

Answered by dennis garraty: The assessment can be performed remotely if the vendor can demonstrate the ability to complete all internal/external testing without being on-site.

Jul 26, 2024 4:29 PM

94. No subject

Jul 22, 2024 7:23 AM

Question: Are there security solutions present in the network (WAF/Firewall/IDS/IPS)?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

95. No subject

Jul 22, 2024 7:23 AM

Question: Are any of the machines/systems publicly accessible?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Not directly.

Jul 26, 2024 4:29 PM

96. No subject

Jul 22, 2024 7:23 AM

Question: What are the types of assets that need to be assessed? Specify the count of each type.

Jul 22, 2024 7:23 AM

Answered by dennis garraty: • 150 – router, switches, etc. • 142 – wireless access points • 23 – firewalls • 2 – VPNs o SSL-Web o Client • 1500 – workstation endpoints • 200 – physical and virtual servers • 4 – web application firewalls (2 – on-prem and 2 – Azure) • 200 – web applications • 22 – databases • 414 – Public-facing IPs in use

Jul 26, 2024 4:29 PM

97. No subject

Jul 22, 2024 7:23 AM

Question: Does the mobile application having "In- app purchase" option?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

98. No subject

Jul 22, 2024 7:23 AM

Question: Does the mobile application having different user accounts?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

99. No subject

Jul 22, 2024 7:23 AM

Question: Does the Mobile Application interacts with any payment gateway server ? If yes, can the dev. team setup a static page & route the payment request to that page.

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Some apps do interact with a payment processor.

Aug 1, 2024 8:46 AM

100. No subject

Jul 22, 2024 7:23 AM

Question: Does any security restriction in invoking the application thru Proxy mode (to intercept the request & response using proxy based tools)

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Some security restrictions may prevent a Proxy mode-based tool from working.

Jul 26, 2024 4:29 PM

101. No subject

Jul 22, 2024 7:23 AM

Question: Does the Mobile Application officially allowing any third party Apps for some functionality/feature purpose ?(Eg.gmaps,twitter,facebook,etc)

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

102. No subject

Jul 22, 2024 7:23 AM

Question: Does the application access any internal features of the devices (Eg.camera,gallery,etc)

Jul 22, 2024 7:23 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

103. No subject

Jul 22, 2024 7:23 AM

Question: Does the application need role-based testing performed against this mobile application?(Eg.admin,guest,etc)

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

104. No subject

Jul 22, 2024 7:23 AM

Question: Does the mobile application use any third-party software components (Eg.database tools, application server, other middleware)?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

105. No subject

Jul 22, 2024 7:22 AM

Question: How many login systems are being assessed as part of this security testing exercise?

Jul 22, 2024 7:22 AM

Answered by dennis garraty: The user interface for login and the Multi-Factor Authentication (MFA) system.

Jul 26, 2024 4:29 PM

106. No subject

Jul 22, 2024 7:22 AM

Question: How many Mobile Application are being assessed as part of this security testing exercise?

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Most of our apps have mobile interfaces.

Aug 1, 2024 8:46 AM

107. No subject

Jul 22, 2024 7:22 AM

Question: Has the Mobile application(s) been tested previously for security? If yes, which tools are used

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Yes, by third parties.

Aug 1, 2024 8:46 AM

108. No subject

Jul 22, 2024 7:22 AM

Question: "What approach has currently been followed to ensure security of mobile application? e.g. threat model analysis, formal security review, code scanning etc."

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Multiple 3rd-party vulnerability assessments.

Aug 1, 2024 8:46 AM

109. No subject

Jul 22, 2024 7:22 AM

Question: Was there any event in which the security of your Mobile App was compromised?

Jul 22, 2024 7:22 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

110. No subject

Jul 22, 2024 7:22 AM

Question: Does all the mobile application under scope is up & running in production?

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

111. No subject

Jul 22, 2024 7:22 AM

Question: What is the Front End Technology? (Ex: PHP, Java…)

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Most applications are developed using .Net, C#, HTML, CSS and Javascript.

Aug 1, 2024 8:46 AM

112. No subject

Jul 22, 2024 7:22 AM

Question: What web & application server is used? – with version (Ex: Apache, Tomcat, IIS etc.)

Jul 22, 2024 7:22 AM

Answered by dennis garraty: IIS

Aug 1, 2024 8:46 AM

113. No subject

Jul 22, 2024 7:22 AM

Question: What are the various protocols being used within these applications? (Ex: SOAP, HTTP etc.)

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Mostly HTTP

Aug 1, 2024 8:46 AM

114. No subject

Jul 22, 2024 7:22 AM

Question: Does all the modules of mobile application under scope is functionally tested?

Jul 22, 2024 7:22 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

115. No subject

Jul 22, 2024 7:22 AM

Question: "What is the Category types of Mobile Application? 1.Health & Fitness. 2.Medical "

Jul 22, 2024 7:22 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

116. No subject

Jul 22, 2024 7:22 AM

Question: "Name the list of Products / Mobile applications under the scope including the following details a) Purpose of the Mobile application b) Technology used for Mobile application development c) Backend used for the Mobile application d)Application type (Thick/Thin Client)"

Jul 22, 2024 7:22 AM

Answered by dennis garraty: Our domain hosts dozens of applications serving various purposes. Most applications are developed using .Net, C#, HTML, CSS and Javascript.

Aug 1, 2024 8:46 AM

117. No subject

Jul 22, 2024 7:21 AM

Question: Are there any Firewalls, Router to access the Mobile App Test Environment?

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

118. No subject

Jul 22, 2024 7:21 AM

Question: Does the Mobile App/ Test Environment replicate the Production Environment or is it a scaled down version of the Mobile App production environment?

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Scaled down.

Aug 1, 2024 8:46 AM

119. No subject

Jul 22, 2024 7:21 AM

Question: Is there any separate Mobile App/test environment available for Security testing?

Jul 22, 2024 7:21 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

120. No subject

Jul 22, 2024 7:21 AM

Question: Where does the Mobile App Production environment reside? (Ex: India,US, UK etc.))

Jul 22, 2024 7:21 AM

Answered by dennis garraty: U.S.

Aug 1, 2024 8:46 AM

121. No subject

Jul 22, 2024 7:21 AM

Question: "What protocol should be followed for alerting on vulnerabilities found? a.)
Wait until the end of the testing to report all vulnerabilities b.) Report vulnerabilities as we find them c.)
Daily report on the status of the testing d.) Report only critical findings immediately"

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Report critical findings immediately, high daily, and the rest can wait until the end of testing.

Jul 26, 2024 4:29 PM

122. No subject

Jul 22, 2024 7:21 AM

Question: "What is the "target" of the Penetration test? Is it; a.) Mobile App for Android b.) Mobile App for iOS c.) Web App "

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Web Apps

Aug 1, 2024 8:46 AM

123. No subject

Jul 22, 2024 7:21 AM

Question: "What are the objectives from the below list ? a.) Map out vulnerabilities b.)
Demonstrate that the vulnerabilities exist c.) Test the Incidence Response d.)
Actual exploitation of a vulnerabilities on the mobile app e.) All of the above"

Jul 22, 2024 7:21 AM

Answered by dennis garraty: a.) Map out vulnerabilities b.) Demonstrate that the vulnerabilities exist

Aug 1, 2024 8:46 AM

124. No subject

Jul 22, 2024 7:21 AM

Question: What type of application? (Native/Hybrid/Web)

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Web

Aug 1, 2024 8:46 AM

125. No subject

Jul 22, 2024 7:21 AM

Question: What is the scope of the security testing (Vulnerability Assessment & Penetration Testing)? Is it Web or Mobile App

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Web Apps

Aug 1, 2024 8:46 AM

126. No subject

Jul 22, 2024 7:21 AM

Question: Number of API's in the mobile applications Number of unique user roles to be tested in the application What is the Business functionality of the mobile app or number of modules in the app

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Our domain hosts several private APIs which are utilized by various web apps in our inventory.

Aug 1, 2024 8:46 AM

127. No subject

Jul 22, 2024 7:21 AM

Question: Please also specify the lines of code for the application & Please mention the built language for the application

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Most applications are developed using .Net, C#, HTML, CSS and Javascript.

Aug 1, 2024 8:46 AM

128. No subject

Jul 22, 2024 7:20 AM

Question: Please specify the number of servers for security testing Please mention the number of laptops/desktops for assessment Please mention the number of Public IPs for external assessment

Jul 22, 2024 7:20 AM

Answered by dennis garraty: servers – 200 laptops/desktops – 1500 Public IPs – 425

Jul 26, 2024 4:29 PM

129. No subject

Jul 22, 2024 7:20 AM

Question: Number of API's in the web application Please specify the number of unique user roles to be tested for the web application What is the Business functionality of the web app or number of modules in the app

Jul 22, 2024 7:20 AM

Answered by dennis garraty: Our domain hosts several private APIs which are utilized by various web apps in our inventory.

Aug 1, 2024 8:46 AM

130. No subject

Jul 22, 2024 7:20 AM

Question: Users,please specify the count

Jul 22, 2024 7:20 AM

Answered by dennis garraty: Approximately 1200.

Jul 26, 2024 4:29 PM

131. No subject

Jul 22, 2024 7:20 AM

Question: Serverless computing environments, please specify the count Cloud Storage, please specify the count Database, please specify the count

Jul 22, 2024 7:20 AM

Answered by dennis garraty: No serverless computing or cloud storage.

Jul 26, 2024 4:29 PM

132. No subject

Jul 22, 2024 7:20 AM

Question: Architecture Diagram, please specify the count Virtual machines, please specify the count Containers, please specify the count

Jul 22, 2024 7:20 AM

Answered by dennis garraty: 184 VM Virtual machines, 15 hosts, 6 clusters.

Jul 26, 2024 4:29 PM

133. Award Date:

Jul 20, 2024 9:40 AM

Question: When do you hope to award this RFP?

Jul 20, 2024 9:40 AM

Answered by Precious Merriweather: October or November

Jul 26, 2024 4:29 PM

134. No subject

Jul 22, 2024 7:17 AM

Question: Do we have "Phishing attack" in scope

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Responses should state whether a "Phishing attack" is included in the proposal.

Jul 26, 2024 4:29 PM

135. Internal Vulnerability Scan:

Jul 20, 2024 9:47 AM

Question: A Vulnerability Scan for External IPs is included with the penetration test. It wasn't requested in the RFP, but would you like to consider an Internal Vulnerability Scan? If so, how many internal IPs do you have? (Our quote for an Internal Vulnerability Scan is based on this). (I see that a similar question was asked above (#70) and that it was "acknowledged", but I wasn't sure what that meant exactly (i.e. answer to come?), so I hope you don't mind my asking again to be safe.

Jul 20, 2024 9:47 AM

Answered by dennis garraty: Yes. Approximately 4000 internal IPs in use.

Jul 26, 2024 4:29 PM

136. No subject

Jul 22, 2024 7:16 AM

Question: Number of External IPs and Internal IPs

Jul 22, 2024 7:16 AM

Answered by dennis garraty: Approximately 425 active external IPs and 4000 active internal IPs.

Jul 26, 2024 4:29 PM

137. No subject

Jul 22, 2024 7:17 AM

Question: Number of Published Web Applications

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Several Dozen

Aug 1, 2024 8:46 AM

138. No subject

Jul 22, 2024 7:17 AM

Question: Number of Applications for Source Code Review

Jul 22, 2024 7:17 AM

Answered by dennis garraty: None.

Aug 1, 2024 8:46 AM

139. No subject

Jul 22, 2024 7:17 AM

Question: Number of Devices for Configuration Review

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Yes, approximately 25.

Jul 26, 2024 4:29 PM

140. No subject

Jul 22, 2024 7:17 AM

Question: Purpose of the test is to assess or do you also need to discover if any threat actors are currently inside the network as well

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Yes, we would like to also discover if any threat actors are currently inside the network as well.

Jul 26, 2024 4:29 PM

141. No subject

Jul 22, 2024 7:17 AM

Question: Do you need to examine if your Blue Team will detect the assessment or not ? (this will require Red Teaming as well)

Jul 22, 2024 7:17 AM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

142. No subject

Jul 22, 2024 7:17 AM

Question: Can the VAPT test be done completely in remote or Hybrid or working completely in Client premise ?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Responses should state how the VAPT test will be performed. The assessment can be performed remotely if the vendor can demonstrate the ability to complete all internal/external testing without being on-site.

Jul 26, 2024 4:29 PM

143. No subject

Jul 22, 2024 7:17 AM

Question: Are there any particular areas of the IT infrastructure that require special attention during the VAPT?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

144. No subject

Jul 22, 2024 7:17 AM

Question: How many public IP addresses & domains do you maintain?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: public IP addresses – 4096 domains – approximately 200

Jul 26, 2024 4:29 PM

145. No subject

Jul 22, 2024 7:17 AM

Question: The source IP addresses from which the analyses will be conducted must be disclosed in advance? So, any professional participating in the assessments will need to pre-establish a VPN?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Yes, the source IP address from which the analyses will be conducted must be disclosed in advance. No, external VPN access to the county network will be permitted.

Jul 26, 2024 4:29 PM

146. No subject

Jul 22, 2024 7:17 AM

Question: Is there any time limitation for running the tests?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Service-affecting testing must be scheduled and performed outside of business hours.

Jul 26, 2024 4:29 PM

147. No subject

Jul 22, 2024 7:17 AM

Question: Will testing be conducted on production targets, or will minor (non-critical) environments, equivalent to production, be available?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Testing will be performed on the production environment.

Jul 26, 2024 4:29 PM

148. No subject

Jul 22, 2024 7:17 AM

Question: What types of web services do you host on these external resources?

Jul 22, 2024 7:17 AM

Answered by dennis garraty: Several private APIs

Aug 1, 2024 8:46 AM

149. No subject

Jul 22, 2024 7:18 AM

Question: Are there any specific web applications or services that require in-depth penetration testing?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: www.alachuacounty.us

Aug 1, 2024 8:46 AM

150. No subject

Jul 22, 2024 7:18 AM

Question: What is the size & complexity of your internal IT infrastructure?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: The network consists of the devices listed below and is supported by a medium-sized enterprise infrastructure. • 150 – router, switches, etc. • 142 – wireless access points • 23 – firewalls • 2 – VPNs o SSL-Web o Client • 1500 – workstation endpoints • 200 – physical and virtual servers • 4 – web application firewalls (2 – on-prem and 2 – Azure) • 200 – web applications • 22 – databases • 414 – Public-facing IPs in use

Jul 26, 2024 4:29 PM

151. No subject

Jul 22, 2024 7:18 AM

Question: What types of network devices, servers, & applications are present within the internal network?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: • 150 – router, switches, etc. • 142 – wireless access points • 23 – firewalls • 2 – VPNs o SSL-Web o Client • 1500 – workstation endpoints • 200 – physical and virtual servers • 4 – web application firewalls (2 – on-prem and 2 – Azure) • 200 – web applications • 22 – databases • 414 – Public-facing IPs in use

Jul 26, 2024 4:29 PM

152. No subject

Jul 22, 2024 7:18 AM

Question: How many business applications do you maintain?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: There are approximately 68 web/mobile applications that need to be tested.

Aug 1, 2024 8:46 AM

153. No subject

Jul 22, 2024 7:18 AM

Question: What are the technologies & frameworks used to develop these business applications?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Most applications are developed using .Net, C#, HTML, CSS and Javascript.

Aug 1, 2024 8:46 AM

154. No subject

Jul 22, 2024 7:18 AM

Question: Is there any preclusion to utilize SaaS solutions to conduct some automatic-parts of the assessments?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

155. No subject

Jul 22, 2024 7:18 AM

Question: Are there any specific web applications that handle sensitive data or critical business functions?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

156. No subject

Jul 22, 2024 7:18 AM

Question: Does your organization have any existing web application security scanning or penetration testing tools in place?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

157. No subject

Jul 22, 2024 7:18 AM

Question: What types of network & security devices do you utilize in your main data center, stores, & office locations?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Switches, routers, wireless access points, voice gateways, and firewalls.

Jul 26, 2024 4:29 PM

158. No subject

Jul 22, 2024 7:18 AM

Question: Are there any specific configuration guidelines or standards that you follow for these devices?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

159. No subject

Jul 22, 2024 7:18 AM

Question: Which business applications & web services are considered critical for source code review?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: None.

Aug 1, 2024 8:46 AM

160. No subject

Jul 22, 2024 7:18 AM

Question: What programming languages & frameworks are used to develop these applications and services?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Most applications are developed using .Net, C#, HTML, CSS and Javascript.

Aug 1, 2024 8:46 AM

161. No subject

Jul 22, 2024 7:19 AM

Question: Are there any specific security concerns or potential vulnerabilities that you want to focus on during the source code review?

Jul 22, 2024 7:19 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

162. No subject

Jul 22, 2024 7:19 AM

Question: "Is there already in place any Secure-SDLC process developers are following writing software? Any SAST, DAST or SCA technologies already in place"

Jul 22, 2024 7:19 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

163. No subject

Jul 22, 2024 7:19 AM

Question: "Does it include GDPR & Data Protection in security expertise, should the bidder also provide Risk evaluation considering Privacy obligations (if any, to provide something similar to a Data Protection Impact Analysis)?"

Jul 22, 2024 7:19 AM

Answered by dennis garraty: GDPR does not apply.

Jul 26, 2024 4:29 PM

164. No subject

Jul 22, 2024 7:19 AM

Question: For all the activites will there be remote-connection solution (i.e. VPN) to conduct all the task?

Jul 22, 2024 7:19 AM

Answered by dennis garraty: No.

Jul 26, 2024 4:29 PM

165. No subject

Jul 22, 2024 7:19 AM

Question: Number of Critical Servers, please specify the counts Workstations, please specify the counts Network Devices, Please specify the count of routers, switches & Firewall

Jul 22, 2024 7:19 AM

Answered by dennis garraty: • 200 – physical and virtual servers • 1500 – workstation endpoints • 150 – router, switches, etc. • 23 – firewalls • 4 – web application firewalls (2 – on-prem and 2 – Azure)

Jul 26, 2024 4:29 PM

166. No subject

Jul 22, 2024 7:19 AM

Question: Number of Public Web Applications Credentials if any

Jul 22, 2024 7:19 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

167. No subject

Jul 22, 2024 7:19 AM

Question: Number of Mobile Applications , if any (iOS/APK), please specify the count Credentials if any

Jul 22, 2024 7:19 AM

Answered by dennis garraty: Only web apps.

Aug 1, 2024 8:46 AM

168. No subject

Jul 22, 2024 7:19 AM

Question: Number of Public Ips, please specify the count

Jul 22, 2024 7:19 AM

Answered by dennis garraty: 4096 – approximately 425 active.

Jul 26, 2024 4:29 PM

169. No subject

Jul 22, 2024 7:19 AM

Question: Number of Location, please specify the count Number of SSIDs, please specify the count

Jul 22, 2024 7:19 AM

Answered by dennis garraty: Approximately 50 locations. We have 4 – main SSIDs and 7 – more that are specific to individual locations.

Jul 26, 2024 4:29 PM

170. No subject

Jul 22, 2024 7:20 AM

Question: No. of Network Devices, please specify the count No. of Servers (Windows/Linux), please specify the count

Jul 22, 2024 7:20 AM

Answered by dennis garraty: There are approximately: 150 – router, switches, etc., 142 – wireless access points, 23 – firewalls, 1500 – workstation endpoints, 4 – web application firewalls (2 – on-prem and 2 – Azure). There are approximately 200 – physical and virtual servers and approximately 10 running Linux.

Jul 26, 2024 4:29 PM

171. No subject

Jul 22, 2024 7:21 AM

Question: "At what time do you want these tests to be performed? a.) During business hours b.) After business hours c.) Weekend hours d.) During system maintenance window"

Jul 22, 2024 7:21 AM

Answered by dennis garraty: Service-affecting work will need to be scheduled and performed "During system maintenance window", other non-service-affecting work may be performed "During business hours".

Jul 26, 2024 4:29 PM

172. No subject

Jul 22, 2024 7:23 AM

Question: Is there an architecture diagram of the organization available? If yes will the organization provide it to us to get an insight of the architecture?

Jul 22, 2024 7:23 AM

Answered by dennis garraty: There is no architectural diagram of the organization available.

Jul 26, 2024 4:29 PM

173. No subject

Jul 22, 2024 7:24 AM

Question: "Number of Servers Physical Servers 1) Internal server(s) 2) External server(s) / Virtual Servers 1) Internal server(s) 2) External server(s) "

Jul 22, 2024 7:24 AM

Answered by dennis garraty: There are approximately 200 – physical and virtual servers located on-prem and cloud.

Jul 26, 2024 4:29 PM

174. No subject

Jul 22, 2024 7:24 AM

Question: Number switches and Access Points

Jul 22, 2024 7:24 AM

Answered by dennis garraty: There are approximately: 150 – router, switches, etc. and 142 – wireless access points.

Jul 26, 2024 4:29 PM

175. No subject

Jul 22, 2024 7:24 AM

Question: When do you want to start this project?

Jul 22, 2024 7:24 AM

Answered by dennis garraty: The project start date will be coordinated with the awarded vendor.

Jul 26, 2024 4:29 PM

176. Social Engineering

Jul 22, 2024 9:19 AM

Question: Is Alachua interested in any social engineering testing, such as email based "phishing" or phone-based "vishing"?

Jul 22, 2024 9:19 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

177. No subject

Jul 22, 2024 7:18 AM

Question: Are there any specific internal network segments or systems that require prioritized vulnerability assessment?

Jul 22, 2024 7:18 AM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

178. Scoping

Jul 22, 2024 10:15 AM

Question: How many Internal sites/locations are to be tested? If more than 1 – how are they connected? How many Internal IP addresses should be tested? And how many principal DNS domains?

Jul 22, 2024 10:15 AM

Answered by dennis garraty: Approximately 50 county sites/locations are connected by dark fiber, MAN connections, and S-2-S VPNs. Approximately 2000 internal IP addresses are in use, and there are approximately eight principal DNS domains.

Jul 26, 2024 4:29 PM

179. No subject

Jul 22, 2024 11:11 AM

Question: According to RFP section 9.2. State Compliance, All corporations, LLCs, limited and general partnerships, LLPs and LLLPs wishing to do business within the County must register and be active with the Florida Department of State, Division of Corporations. Does this include subconsultants as well, or only the prime firm holding the contract with Alachua County?

Jul 22, 2024 11:11 AM

Answered by Precious Merriweather: This includes subconsultants.

Aug 1, 2024 8:46 AM

180. No subject

Jul 22, 2024 11:10 AM

Question: The RFP requests that respondents place resumes in two different sections of the proposal (see RFP sections 6.2 and 6.4 of the RFP). Please confirm.

Jul 22, 2024 11:10 AM

Answered by Precious Merriweather: Per the RFP, please include the resumes in appropriate sections/tabs.

Jul 23, 2024 8:41 AM

181. Correction to Question #41

Jul 24, 2024 11:55 AM

Question: Based on the environmental information provided, how many web/mobile applications need to be tested?

Jul 24, 2024 11:55 AM

Answered by Precious Merriweather: There are approximately 68 web/mobile applications that need to be tested.

Jul 24, 2024 12:00 PM

182. Mobile/Web Application Testing

Jul 24, 2024 1:22 PM

Question: In Section 5.1, Objectives, the RFP mentions identifying vulnerabilities in internal systems. Does the County want detailed security assessments of internal enterprise applications? If so, how many applications are in scope?

Jul 24, 2024 1:22 PM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

183. No subject

Jul 24, 2024 1:23 PM

Question: Can the internal network be tested from a single physical location?

Jul 24, 2024 1:23 PM

Answered by dennis garraty: Yes.

Jul 26, 2024 4:29 PM

184. Firewalls

Jul 24, 2024 1:23 PM

Question: Are configuration reviews of firewalls and other network devices desired? If so, how many firewalls and routers/switches are in scope for detailed configuration analyses?

Jul 24, 2024 1:23 PM

Answered by dennis garraty: Yes, approximately 25.

Jul 26, 2024 4:29 PM

185. Wireless Network

Jul 24, 2024 1:23 PM

Question: Is a wireless network security assessment in scope? Is the wireless network controller-based?

Jul 24, 2024 1:23 PM

Answered by dennis garraty: Yes, in scope. No, it is not network controller based.

Jul 29, 2024 8:51 AM

186. Reports

Jul 24, 2024 1:24 PM

Question: Does the County want separate reports for the external and internal pen tests, or is a single report covering both assessments acceptable?

Jul 24, 2024 1:24 PM

Answered by dennis garraty: A single report is acceptable.

Jul 29, 2024 8:51 AM

187. Databases

Jul 24, 2024 1:25 PM

Question: Are detailed database security assessments in scope and, if so, (1) how many databases are in scope and (2) what brands (e.g., MS SQL Server, Oracle, MySQL, Informix, etc.) are they.

Jul 24, 2024 1:25 PM

Answered by dennis garraty: MSSQL

Aug 1, 2024 8:46 AM

188. Web application testing

Jul 24, 2024 1:27 PM

Question: Are the enterprise applications COTS or internally-developed? How many are in scope?

Jul 24, 2024 1:27 PM

Answered by dennis garraty: All web apps on the alachuacounty.us domain and associated subdomains are internally developed and in-scope

Aug 1, 2024 8:46 AM

189. Wireless Network

Jul 25, 2024 11:51 AM

Question: If a wireless network assessment is desired, how many locations are in scope?

Jul 25, 2024 11:51 AM

Answered by dennis garraty: 4.

Jul 29, 2024 8:51 AM

190. OS

Jul 25, 2024 11:51 AM

Question: Are the workstation operating systems limited to Windows 10/11?

Jul 25, 2024 11:51 AM

Answered by dennis garraty: There is a small percentage of macOS, but most workstations run Windows 10.

Jul 29, 2024 8:51 AM

191. OS

Jul 25, 2024 11:51 AM

Question: What operating system brands/versions are running in the server environment?

Jul 25, 2024 11:51 AM

Answered by dennis garraty: There is a small percentage of Linux, but most servers run Windows.

Jul 29, 2024 8:51 AM

192. VPN

Jul 25, 2024 11:50 AM

Question: There are 2 VPN appliances; are these identically configured?

Jul 25, 2024 11:50 AM

Answered by dennis garraty: No, two different appliances are running in HA (High Availability) mode, with their counterparts identically configured.

Jul 29, 2024 8:51 AM

193. Duration

Jul 29, 2024 5:19 AM

Question: What is the intended duration and budget of the contract?

Jul 29, 2024 5:19 AM

Answered by Precious Merriweather: This is intended to be a one year contract. Budget is $100,000.00

Jul 29, 2024 8:51 AM

194. No subject

Jul 29, 2024 9:02 AM

Question: What system vulnerabilities have been identified in the past?

Jul 29, 2024 9:02 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

195. No subject

Jul 29, 2024 9:02 AM

Question: What types of encryption are used for data protection?

Jul 29, 2024 9:02 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

196. No subject

Jul 29, 2024 9:04 AM

Question: Do you currently have any vendors providing cybersecurity support?

Jul 29, 2024 9:04 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

197. No subject

Jul 29, 2024 9:05 AM

Question: What are the common types of attackers you might encounter?

Jul 29, 2024 9:05 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

198. No subject

Jul 29, 2024 9:05 AM

Question: How are escalations currently handled?

Jul 29, 2024 9:05 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

199. No subject

Jul 29, 2024 9:05 AM

Question: How effective is the current change management system?

Jul 29, 2024 9:05 AM

Answered by dennis garraty: N/A

Aug 1, 2024 8:46 AM

200. No subject

Jul 29, 2024 9:06 AM

Question: Could you provide the current infrastructure design?

Jul 29, 2024 9:06 AM

Answered by dennis garraty: No.

Aug 1, 2024 8:46 AM

201. Application Security assessment

Jul 31, 2024 4:20 PM

Question: To clarify, the county is not seeking a web application security assessment, but expects all external-facing assets to be included in the penetration testing. This includes the 68 applications in scope, which should only be tested for internet-facing vulnerabilities. Similarly, internally identified applications should also be tested for vulnerabilities

Jul 31, 2024 4:20 PM

Answered by dennis garraty: Yes.

Aug 1, 2024 8:46 AM

202. Section 9.2

Aug 1, 2024 6:17 PM

Question: Our company is registered in Virginia. Regarding the registration process for corporations, is it a mandatory requirement for consideration in the RFP?

Aug 1, 2024 6:17 PM

Answered by Precious Merriweather: Out of State vendors may supply their State's registration equivalent.

Aug 2, 2024 8:38 AM

203. Network Security devices

Aug 4, 2024 10:34 AM

Question: Are you seeking review of the routers, switches, proxy and other network devices config review/ruleset review or a pentest only

Aug 4, 2024 10:34 AM

Answered by dennis garraty: Yes.

Aug 8, 2024 9:12 AM

204. No subject

Aug 5, 2024 3:45 PM

Question: Is on-site testing needed? Can the pen test be conducted remotely, or is it required on-site?

Aug 5, 2024 3:45 PM

Answered by dennis garraty: The assessment can be performed remotely if the vendor can demonstrate the ability to complete all internal/external testing without being on-site.

Aug 8, 2024 9:12 AM

205. Oral presentation

Aug 6, 2024 12:44 PM

Question: The Evaluation process in section 8, mentions an optional oral presentation and refers to not using professional presenter. Is there an opportunity to accompany our proposal with an oral presentation? Please clarify.

Aug 6, 2024 12:44 PM

Answered by Precious Merriweather: There is no opportunity to accompany a proposal with an oral presentation. During the Public Meeting, the evaluation team has the option to vote to have or not to have oral presentations with the top ranked vendors.

Aug 8, 2024 9:12 AM

206. No subject

Aug 6, 2024 10:32 AM

Question: Can the candidates be replaced?

Aug 6, 2024 10:32 AM

Answered by Precious Merriweather: This is a decision made during contract negotiations.

Aug 14, 2024 9:31 AM

207. Alachua County certified SBE companies

Aug 10, 2024 9:00 AM

Question: Do you have a list of Alachua County certified SBE companies that are qualified to provide penetration testing services?

Aug 10, 2024 9:00 AM

Answered by Precious Merriweather: https://smallbusdir.alachuacounty.us/ Please reference the above link for a list of participants in the Alachua County Small Business Enterprise. Research will be required on to determine if the small businesses offer the requested services.

Aug 14, 2024 9:31 AM

208. Access Requirements

Aug 11, 2024 1:51 PM

Question: What level of access will be granted to the assessors for internal network testing, and are there any specific areas that are off-limits?

Aug 11, 2024 1:51 PM

Answered by dennis garraty: A standard departmental user on a departmental subnet.

Aug 15, 2024 2:00 PM

209. Web Application Testing

Aug 11, 2024 1:53 PM

Question: Are there any web applications that require specific testing approaches due to their complexity, integration with third-party services, or use of non-standard technologies?

Aug 11, 2024 1:53 PM

Answered by dennis garraty: No.

Aug 15, 2024 2:00 PM

210. Post Test Remediation

Aug 11, 2024 1:55 PM

Question: Would Alachua County like assistance with remediation post-test?

Aug 11, 2024 1:55 PM

Answered by dennis garraty: Proposals should state if assistance with remediation is available post-test and whether it is included in the proposal or what the additional costs would be.

Aug 15, 2024 2:00 PM

211. Compliance/Framework

Aug 11, 2024 1:56 PM

Question: Beyond NIST, OWASP, and ISO/IEC 27001, are there any other specific compliance standards (e.g., PCI-DSS, HIPAA) that need to be adhered to during the assessment?

Aug 11, 2024 1:56 PM

Answered by dennis garraty: No.

Aug 15, 2024 2:00 PM

212. Critical Vulnerabilities - Reporting of

Aug 11, 2024 1:59 PM

Question: What is the protocol for reporting critical vulnerabilities discovered during testing?

Aug 11, 2024 1:59 PM

Answered by dennis garraty: Critical vulnerabilities should be reported immediately.

Aug 15, 2024 2:00 PM

213. Project Management - Weekly Status Calls

Aug 11, 2024 2:01 PM

Question: Would Alachua County Team be open to attending weekly Project Status Calls to receive relevant project updates and progress reports?

Aug 11, 2024 2:01 PM

Answered by dennis garraty: Yes.

Aug 15, 2024 2:00 PM

214. Onsite and/or Remote Testing

Aug 11, 2024 2:06 PM

Question: Would the Alachua County Project Team be open to a combination of onsite and remote meetings to improve overall communication, relationship and project outcome?

Aug 11, 2024 2:06 PM

Answered by dennis garraty: Yes.

Aug 15, 2024 2:00 PM

215. Include Wi-Fi Testing

Aug 11, 2024 2:13 PM

Question: Although not mentioned, would Alachua County Project Team be open to Mission Cyber including onsite Wi-Fi penetration testing as part of our proposal submission?

Aug 11, 2024 2:13 PM

Answered by dennis garraty: Yes.

Aug 15, 2024 2:00 PM

216. How many subnets for the 2300+ IPs for the internal penetration test

Aug 12, 2024 11:44 AM

Question: For the Internal penetration test. We would like to know approximately how many subnets for the 2300+ IPs. to help in accurately reflecting estimated hours.

Aug 12, 2024 11:44 AM

Answered by dennis garraty: Approximately 300, including any subnetted ranges.

Aug 15, 2024 2:00 PM

217. No subject

Aug 12, 2024 5:15 PM

Question: Are all in-scope systems accessible from a single physical location? If not, how many locations are there? Can you please specify the exact addresses?

Aug 12, 2024 5:15 PM

Answered by dennis garraty: Yes.

Aug 15, 2024 2:00 PM

218. Offshore delivery

Aug 14, 2024 11:20 AM

Question: Is County open to exploring non-USA/Canada based hybrid options to provide the requested services and solutions? Our clients typically want to leverage this option to get access to our global pool of cybersecurity professionals in a cost-efficient manner.

Aug 14, 2024 11:20 AM

Answered by dennis garraty: No.

Aug 22, 2024 9:14 AM

219. Level of Authorization

Aug 14, 2024 9:36 AM

Question: What level of authorization will be granted for the penetration test (e.g., network access, administrative privileges)?

Aug 14, 2024 9:36 AM

Answered by dennis garraty: A standard departmental user on a departmental subnet.

Aug 15, 2024 2:00 PM

220. Component Exclusion

Aug 14, 2024 9:35 AM

Question: Are there any systems or components that are explicitly excluded from the test?

Aug 14, 2024 9:35 AM

Answered by dennis garraty: No.

Aug 15, 2024 2:00 PM

221. No subject

Aug 14, 2024 3:56 PM

Question: Both Section 6.2 and 6.4 of the RFP require resumes as part of the response. Which section should include resumes?

Aug 14, 2024 3:56 PM

Answered by Precious Merriweather: Please reference Question 180. Include all requested information as per the RFP.

Aug 15, 2024 2:00 PM

222. Web Application Penetration Testing

Aug 14, 2024 2:15 PM

Question: 1. Is Web Application PT in scope? If yes, then please share below details: 2. How would you like to perform this assessment? (Onsite/Offsite/Remote) 2. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually) 3. Will this be a Black Box or Grey Box? 4. Number of the Web Applications to test. 5. Size of web Applications (eg. Small - 3 , Medium -2, Large-1) 6. Does the web application interact with external APIs?

Aug 14, 2024 2:15 PM

Answered by dennis garraty: 1. Is Web Application PT in scope? Yes, all external public facing assets are in scope. 2. If yes, then please share below details: 2. How would you like to perform this assessment? (Onsite/Offsite/Remote) Your proposal should state how you will perform the assessment. 2. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually) One Time 3. Will this be a Black Box or Grey Box? Black Box 4. Number of the Web Applications to test. Approximately 68 5. Size of web Applications (eg. Small - 3 , Medium -2, Large-1) Varies. 6. Does the web application interact with external APIs? Alachua County hosts a variety of first-party APIs for use by several applications on the alachuacounty.us domain.

Aug 22, 2024 9:14 AM

223. Internal Infrastructure Penetration Testing

Aug 14, 2024 2:13 PM

Question: 1. Is internal PT in scope? If yes, then please share below details? 2. Number of Physical sites/? 3. Are all Physical sites accessible from a single network location? 4. Number of servers (including virtual machines)? 5. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually)? 6. Is a PT assessment required for endpoints? If so, kindly provide the quantity? 7. How would you like to perform this assessment? (Onsite/Offsite/Remote)?

Aug 14, 2024 2:13 PM

Answered by dennis garraty: 1. Is internal PT in scope? If yes, then please share below details? Yes 2. Number of Physical sites/? 50 3. Are all Physical sites accessible from a single network location? Yes 4. Number of servers (including virtual machines)? Approximately 200 5. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually)? One Time 6. Is a PT assessment required for endpoints? If so, kindly provide the quantity? Yes, approximately1500. 7. How would you like to perform this assessment? (Onsite/Offsite/Remote)? Your proposal should state how you will perform the assessment.

Aug 22, 2024 9:14 AM

224. External Infrastructure Penetration Testing

Aug 14, 2024 2:11 PM

Question: 1, Is external PT in scope? If yes, then please share below details? 2. The number of external facing IP addresses? 3. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually)? 4. How would you like to perform this assessment? (Onsite/Offsite/Remote)?

Aug 14, 2024 2:11 PM

Answered by dennis garraty: 1. Is external PT in scope? If yes, then please share below details? Yes. 2. The number of external facing IP addresses? Approximately 425 external-facing IPs are in use. 3. Please share the frequency of the Testing (One Time/Monthly/Quarterly/Bi-Annually/Annually)? One Time 4. How would you like to perform this assessment? (Onsite/Offsite/Remote)? Your proposal should state how you will perform the assessment.

Aug 22, 2024 9:14 AM

225. Communication Method

Aug 14, 2024 9:36 AM

Question: What is the preferred method of communication during the test?

Aug 14, 2024 9:36 AM

Answered by dennis garraty: Email and Voice.

Aug 22, 2024 9:14 AM

226. Wi-Fi testing part 1

Aug 16, 2024 1:23 PM

Question: To properly compile a quote for wi-fi testing, could you please provide the following: 1. How many unique SSIDs does Alachua County, FL have that would be in scope for wireless testing?

Aug 16, 2024 1:23 PM

Answered by dennis garraty: We have 4 – main SSIDs and 7 – more that are specific to individual locations.

Aug 22, 2024 9:14 AM

227. Wi-Fi testing part 2

Aug 16, 2024 1:23 PM

Question: 2. How many physical locations are Alachua County's SSIDs disbursed between? Approximately how far are these locations from each other by car?

Aug 16, 2024 1:23 PM

Answered by dennis garraty: Approximately 50. The farthest location with a unique SSID is approximately 30 miles from the main site.

Aug 22, 2024 9:14 AM

228. Wi-Fi testing part 3

Aug 16, 2024 1:23 PM

Question: 3. Approximately how many wireless access points does Alachua County have?

Aug 16, 2024 1:23 PM

Answered by dennis garraty: Approximately 142.

Aug 22, 2024 9:14 AM

ADDENDA & NOTICES

ADDENDA ISSUED:

Addendum #1
Jul 15, 2024 11:34 AM
Updated the RFP number to 24-509-PM

Please use the [See What Changed](#) link to view all the changes made by this addendum.

Addendum #2
Jul 22, 2024 8:53 AM
Extended the Solicitation due date and and questions and answers due date.

Please use the [See What Changed](#) link to view all the changes made by this addendum.

Addendum #3
Aug 14, 2024 9:30 AM

Due date extended to August 28.

Please use the See What Changed link to view all the changes made by this addendum.

ADDENDA ACKNOWLEDGEMENTS:

Addendum #1

Proposal	Confirmed	Confirmed At	Confirmed By
LanceSoft, Inc	X	Aug 2, 2024 9:25 AM	Abdul Jabbar
Brackish Security	X	Aug 13, 2024 8:28 PM	Raymi Kliesen
Helios Innovations LLC	X	Jul 31, 2024 4:32 PM	Gracie Pereira
WWW.TNCG.COM	X	Aug 21, 2024 12:54 PM	Rick Anderson
Shorebreak iThreat Security	X	Aug 8, 2024 2:23 PM	Tim Spiegel
United Data Technologies	X	Aug 27, 2024 9:57 AM	Michael Verbic
Sentinel Technologies, Inc	X	Aug 26, 2024 5:23 PM	Nick Faught
Tyler Technologies, Inc	X	Aug 12, 2024 1:34 PM	Nicole Lankford
GoSecure	X	Aug 27, 2024 4:37 PM	Global Bid Desk
intersec inc	X	Aug 22, 2024 6:52 AM	Anil Varma
Affinity IT Security Services	X	Aug 28, 2024 10:06 AM	Michael McCormick
Anthony Brunson P.A.	X	Aug 20, 2024 10:49 AM	Anthony Brunson
Global Solutions Group, Inc.	X	Aug 27, 2024 3:31 PM	Lisa Salvador
TechGuard Security, LLC	X	Aug 1, 2024 10:39 AM	Maxwell Stone
Continuum GRC, Inc.	X	Aug 26, 2024 1:44 PM	Anna Dickerson
Cyber Security Services	X	Aug 28, 2024 1:24 PM	Alison Dubsky

Addendum #2

Proposal	Confirmed	Confirmed At	Confirmed By
LanceSoft, Inc	X	Aug 2, 2024 9:25 AM	Abdul Jabbar
Brackish Security	X	Aug 13, 2024 8:30 PM	Raymi Kliesen
Helios Innovations LLC	X	Jul 31, 2024 4:32 PM	Gracie Pereira
WWW.TNCG.COM	X	Aug 21, 2024 12:54 PM	Rick Anderson
Shorebreak iThreat Security	X	Aug 8, 2024 2:24 PM	Tim Spiegel
United Data Technologies	X	Aug 27, 2024 9:57 AM	Michael Verbic
Sentinel Technologies, Inc	X	Aug 26, 2024 5:23 PM	Nick Faught
Tyler Technologies, Inc	X	Aug 12, 2024 1:36 PM	Nicole Lankford
GoSecure	X	Aug 27, 2024 4:37 PM	Global Bid Desk

intersec inc	X	Aug 22, 2024 6:52 AM	Anil Varma
Affinity IT Security Services	X	Aug 28, 2024 10:07 AM	Michael McCormick
Anthony Brunson P.A.	X	Aug 20, 2024 10:49 AM	Anthony Brunson
Global Solutions Group, Inc.	X	Aug 27, 2024 3:31 PM	Lisa Salvador
TechGuard Security, LLC	X	Aug 1, 2024 10:39 AM	Maxwell Stone
Continuum GRC, Inc.	X	Aug 26, 2024 1:44 PM	Anna Dickerson
Cyber Security Services	X	Aug 28, 2024 1:24 PM	Alison Dubsky

Addendum #3

Proposal	Confirmed	Confirmed At	Confirmed By
LanceSoft, Inc			
Brackish Security	X	Aug 15, 2024 12:53 PM	Raymi Kliesen
Helios Innovations LLC	X	Aug 15, 2024 10:58 AM	Gracie Pereira
WWW.TNCG.COM	X	Aug 21, 2024 12:54 PM	Rick Anderson
Shorebreak iThreat Security	X	Aug 26, 2024 2:28 PM	Tim Spiegel
United Data Technologies	X	Aug 27, 2024 9:57 AM	Michael Verbic
Sentinel Technologies, Inc	X	Aug 26, 2024 5:23 PM	Nick Faught
Tyler Technologies, Inc	X	Aug 21, 2024 12:53 PM	Nicole Lankford
GoSecure	X	Aug 27, 2024 4:37 PM	Global Bid Desk
intersec inc	X	Aug 22, 2024 6:52 AM	Anil Varma
Affinity IT Security Services	X	Aug 28, 2024 10:07 AM	Michael McCormick
Anthony Brunson P.A.	X	Aug 20, 2024 10:49 AM	Anthony Brunson
Global Solutions Group, Inc.	X	Aug 27, 2024 3:31 PM	Lisa Salvador
TechGuard Security, LLC	X	Aug 27, 2024 11:04 AM	Maxwell Stone
Continuum GRC, Inc.	X	Aug 26, 2024 1:44 PM	Anna Dickerson
Cyber Security Services	X	Aug 28, 2024 1:24 PM	Alison Dubsky

NOTICES ISSUED:

Notice #1

Aug 28, 2024 2:15 PM

Bid Tabulation for RFP 24-509-PM Alachua County ITS Penetration (PEN) Test, receiving only

Attachments:

· BT RFP 24-509-PM

Notice #2

Oct 18, 2024 4:04 PM

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Thursday, November 7, 2024, at 9:00 AM**, to evaluate and make final recommendations of the proposals for competitive solicitation for RFP 24-509-PM Alachua County ITS Penetration (PEN) Test. The final recommendations will be sent to the Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting 24-509-PM Alachua County ITS Penetration (PEN) Test

Time: Thursday, November 7, 2024, at 9:00 AM Eastern Time (US and Canada)

Location: County Administration Building
                Third Floor Conference Room
                12 SE 1st Street
                Gainesville, FL 32601

                Microsoft Teams Need help?
                https://teams.microsoft.com/l/meetup-join/19%3ameeting_OGJmMzJlODUtZDNiYS00OGM2LWIzZGItZjJkMGFkYTIxNGY3%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22a7415bac-2a66-4acb-a196-d73a8994b0a7%22%7d

                Passcode: kwkkjP
                Dial in by phone
                +1 469-998-7938,,133835036# United States, Dallas
                Find a local number
                Phone conference ID: 133 835 036#
                For organizers: Meeting options | Reset dial-in PIN

If you have a disability and need an accommodation in order to participate in a County program, service or public meeting, please contact the Alachua County ADA Coordinator at ADA@alachuacounty.us or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. TDD/TTY users, please call 711 (Florida Relay Service)

Attachments:
· PM Notice RFP 24-509-PM Alachua County ITS Penetration (PEN) Test
Notice #3
Nov 7, 2024 10:22 AM
Recording, Meeting Minutes and Agenda for the Public Meeting held on 11/7/2024.

Attachments:

· [RFP Agenda RFP 24-509-PM PEN Test](#)
· [RFP 24-509-PM - Meeting Minutes](#)
· [Public Meeting RFP 24-509-PM PEN Text-20241107_085957-Meeting Recording 1](#)

EVALUATION

PHASE 1

EVALUATORS

Name	Title	Agreement Accepted On
Christopher Cochran	Automated Services Administrator	Sep 12, 2024 2:17 PM
dennis garraty	security and telecom manager	Oct 13, 2024 8:50 PM
Bret Macolino	System Programmer	Sep 11, 2024 9:27 AM
Mike Robinson	IT Director	Sep 18, 2024 7:00 AM
Guan Watson	System Analyst	Sep 12, 2024 12:07 PM

EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Consultant	Points Based	50 *(25% of Total)*

Description:

A. Did the Consultant provide a brief statement of background, organization, and size?

B. Does the Consultant have experience with past work of similar scope and budget?

C. Has the Consultant recently done this type of work for a state, or local government in the past?

D. Does the Consultant's workload and ability satisfy County requirements for this project?

E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

A. 50 - 40 points - Exceptional Experience

B. 39 - 20 points - Average Experience

C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	30 *(15% of Total)*

Description:

A. Was a project team identified?

B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?

C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?

D. Does the Project Manager have a stable job history?

E. Is the team makeup appropriate for the project?

F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?

G. Was a point of contact identified?

H. Was there an alternate to the point of contact identified?

I. Are the subcontractors, if any, identified?

J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

A. 30 - 20 points - Exceptional Experience

B. 19 - 10 points - Average Experience

C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	50 *(25% of Total)*

Description:

A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?

B. Did the Consultant describe the approach to the provision of services as required and the specific work plan to be employed to implement it?

C. Is the appropriate emphasis placed on the various work tasks?

D. Did the firm develop a workable approach to the project?

E. Does the proposal specifically address the County's needs or is it "generic" in content?

F. Does the proposal indicate how this project fits into the total workload of the Consultant during the project period?

Based on questions above, award points as follows:

A. 50 - 40 points - Exceptional Experience

B. 39 - 20 points - Average Experience

C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Ability to meet Project Schedule and Budget Requirements	Points Based	30 *(15% of Total)*

Description:

A. Did Consultant provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?

B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?

C. Did the Consultant provide the Project Manager, Project Team, and Key Staff's percentage of involvement, tasks and/or hours assigned?

D. Are the hours assigned to the various team members for each task appropriate?

E. Is the pricing provided reasonable for the project's tasks?

F. Is the pricing in line with the County's budget?

G. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

A. 30 - 20 points - Exceptional Experience

B. 19 - 10 points - Average Experience

C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	10 *(5% of Total)*

Description:

A. Was proposal organization per the RFP? Did Consultant include a letter of interest?

B. Was all required paperwork submitted and completed appropriately?

C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Based on questions above, award points as follows:

A. 10 - 8 points - Exceptional Experience

B. 7 - 5 points - Average Experience

C. 4 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Volume of Previous Work (VOW) awarded by the County	Points Based	5 *(2.5% of Total)*

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 *(5% of Total)*

Description:
Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Based	15 *(7.5% of Total)*

Description:
Points Provided by Procurement.

AGGREGATE SCORES SUMMARY

Vendor	Christopher Cochran	dennis garraty	Bret Macolino	Mike Robinson
WWW.TNCG.COM	175	165	148	153
Global Solutions Group, Inc.	175	146	140	162
Shorebreak iThreat Security	175	150	146	142
LanceSoft, Inc	157	150	146	157

Vendor	Christopher Cochran	dennis garraty	Bret Macolino	Mike Robinson
Affinity IT Security Services	156	163	142	152
intersec inc	175	157	132	154
Cyber Security Services	163	138	140	161
Tyler Technologies, Inc	168	154	144	140
Anthony Brunson P.A.	154	166	130	141
United Data Technologies	138	164	126	144
GoSecure	151	133	138	141
Sentinel Technologies, Inc	92	128	141	143
Brackish Security	96	134	144	131
TechGuard Security, LLC	100	127	141	128
Continuum GRC, Inc.	98	127	145	127
Helios Innovations LLC	50	137	147	105

Vendor	Guan Watson	Total Score (Max Score 200)
WWW.TNCG.COM	148	**157.8**
Global Solutions Group, Inc.	140	**152.6**
Shorebreak iThreat Security	138	**150.2**
LanceSoft, Inc	138	**149.6**
Affinity IT Security Services	129	**148.4**
intersec inc	123	**148.2**
Cyber Security Services	137	**147.8**
Tyler Technologies, Inc	128	**146.8**
Anthony Brunson P.A.	130	**144.2**
United Data Technologies	127	**139.8**
GoSecure	133	**139.2**
Sentinel Technologies, Inc	125	**125.8**
Brackish Security	121	**125.2**

Vendor	Guan Watson	Total Score (Max Score 200)
TechGuard Security, LLC	121	**123.4**
Continuum GRC, Inc.	97	**118.8**
Helios Innovations LLC	73	**102.4**

VENDOR SCORES BY EVALUATION CRITERIA

Vendor	Ability and Competency of the Consultant Points Based 50 Points (25%)	Project Manager and Project Team's Competency and Qualifications Points Based 30 Points (15%)	Project Understanding and Approach Points Based 50 Points (25%)	Ability to meet Project Schedule and Budget Requirements Points Based 30 Points (15%)
WWW.TNCG.COM	46	26.6	45.4	25.4
Global Solutions Group, Inc.	45.2	26	43.8	23.8
Shorebreak iThreat Security	45.2	25.2	42.4	23.4
LanceSoft, Inc	43.2	24.4	43	16
Affinity IT Security Services	44.4	24.8	43.6	22.6
intersec inc	43	24.8	43.4	23.8
Cyber Security Services	42.8	25.4	41.6	24.6
Tyler Technologies, Inc	45	26	42.6	24.4
Anthony Brunson P.A.	43.6	24.6	42	20
United Data Technologies	44.4	22	42.6	21.8
GoSecure	41.8	22.6	40	21.6
Sentinel Technologies, Inc	39.8	19.8	40.6	12
Brackish Security	33	20.2	37.8	20.4
TechGuard Security, LLC	35.2	19.8	38.4	17.8
Continuum GRC, Inc.	36	21	31.6	17.6
Helios Innovations LLC	25.4	15.4	32.2	17.8

Vendor	Proposal Organization Points Based 10 Points (5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	Location Points Based 10 Points (5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)
WWW.TNCG.COM	9.4	5	0	0
Global Solutions Group, Inc.	8.8	5	0	0
Shorebreak iThreat Security	9	5	0	0
LanceSoft, Inc	8	5	10	0
Affinity IT Security Services	8	5	0	0
intersec inc	8.2	5	0	0
Cyber Security Services	8.4	5	0	0
Tyler Technologies, Inc	8.8	0	0	0
Anthony Brunson P.A.	9	5	0	0
United Data Technologies	9	0	0	0
GoSecure	8.2	5	0	0
Sentinel Technologies, Inc	8.6	5	0	0
Brackish Security	8.8	5	0	0
TechGuard Security, LLC	7.2	5	0	0
Continuum GRC, Inc.	7.6	5	0	0
Helios Innovations LLC	6.6	5	0	0

Vendor	Total Score (Max Score 200)
WWW.TNCG.COM	157.8
Global Solutions Group, Inc.	152.6
Shorebreak iThreat Security	150.2
LanceSoft, Inc	149.6
Affinity IT Security Services	148.4

Vendor	Total Score (Max Score 200)
intersec inc	148.2
Cyber Security Services	147.8
Tyler Technologies, Inc	146.8
Anthony Brunson P.A.	144.2
United Data Technologies	139.8
GoSecure	139.2
Sentinel Technologies, Inc	125.8
Brackish Security	125.2
TechGuard Security, LLC	123.4
Continuum GRC, Inc.	118.8
Helios Innovations LLC	102.4

INDIVIDUAL PROPOSAL SCORES

Affinity IT Security Services

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 45

Bret Macolino: 41

Mike Robinson: 47

Guan Watson: 39

A few city consulting experience

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30

dennis garraty: 26

Bret Macolino: 22

Mike Robinson: 27

Guan Watson: 19

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 42

dennis garraty: 50

| Bret Macolino: 42 |
| Mike Robinson: 44 |
| Guan Watson: 40 |

Good point on retesting after remediation

| Ability to meet Project Schedule and Budget Requirements \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 21 |
| dennis garraty: 28 |
| Bret Macolino: 24 |
| Mike Robinson: 21 |
| Guan Watson: 19 |

| Proposal Organization \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 8 |
| dennis garraty: 9 |
| Bret Macolino: 8 |
| Mike Robinson: 8 |
| Guan Watson: 7 |

| Volume of Previous Work (VOW) awarded by the County \| Points Based \| 5 Points (2.5%) |
| Christopher Cochran: 5 |
| dennis garraty: 5 |
| Bret Macolino: 5 |
| Mike Robinson: 5 |
| Guan Watson: 5 |

| Location \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Anthony Brunson P.A.

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 48

Bret Macolino: 35

Mike Robinson: 46

Guan Watson: 39

A few city consulting experience

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30

dennis garraty: 28

Bret Macolino: 22

Mike Robinson: 25

Guan Watson: 18

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 42

dennis garraty: 50

Bret Macolino: 37

Mike Robinson: 41

Guan Watson: 40

Retesting after remediation is good

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 17

| dennis garraty: 25 |
| Bret Macolino: 23 |
| Mike Robinson: 15 |
| Guan Watson: 20 |

Good delivery management with weekly report

Proposal Organization | Points Based | 10 Points (5%)

| Christopher Cochran: 10 |
| dennis garraty: 10 |
| Bret Macolino: 8 |
| Mike Robinson: 9 |
| Guan Watson: 8 |

detailed resume and personal working experience(local government)

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

| Christopher Cochran: 5 |
| dennis garraty: 5 |
| Bret Macolino: 5 |
| Mike Robinson: 5 |
| Guan Watson: 5 |

Location | Points Based | 10 Points (5%)

| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |

Guan Watson: 0

Brackish Security

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 20
dennis garraty: 35
Bret Macolino: 40
Mike Robinson: 38
Guan Watson: 32

Experience with government?

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 15
dennis garraty: 25
Bret Macolino: 24
Mike Robinson: 20
Guan Watson: 17

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 33
dennis garraty: 35
Bret Macolino: 42
Mike Robinson: 39
Guan Watson: 40

Very detailed phases and steps

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 13
dennis garraty: 25
Bret Macolino: 24
Mike Robinson: 20
Guan Watson: 20

Good price

Proposal Organization | Points Based | 10 Points (5%)

Christopher Cochran: 10

dennis garraty: 9

Bret Macolino: 9

Mike Robinson: 9

Guan Watson: 7

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Continuum GRC, Inc.

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 30

| dennis garraty: 35 |
| Bret Macolino: 44 |
| Mike Robinson: 41 |
| Guan Watson: 30 |

Government experience?

| Project Manager and Project Team's Competency and Qualifications \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 19 |
| dennis garraty: 25 |
| Bret Macolino: 25 |
| Mike Robinson: 21 |
| Guan Watson: 15 |

| Project Understanding and Approach \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 17 |
| dennis garraty: 35 |
| Bret Macolino: 42 |
| Mike Robinson: 34 |
| Guan Watson: 30 |

| Ability to meet Project Schedule and Budget Requirements \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 17 |
| dennis garraty: 20 |
| Bret Macolino: 20 |
| Mike Robinson: 19 |
| Guan Watson: 12 |

High price

| Proposal Organization \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 10 |
| dennis garraty: 7 |
| Bret Macolino: 9 |
| Mike Robinson: 7 |

Guan Watson: 5

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Cyber Security Services

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 35

Bret Macolino: 39

Mike Robinson: 48

Guan Watson: 42

Experience with leading IT company, bank, local government

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

| Christopher Cochran: 30 |
| dennis garraty: 25 |
| Bret Macolino: 23 |
| Mike Robinson: 28 |
| Guan Watson: 21 |

Very detailed task in each phase

Project Understanding and Approach | Points Based | 50 Points (25%)

| Christopher Cochran: 42 |
| dennis garraty: 40 |
| Bret Macolino: 41 |
| Mike Robinson: 45 |
| Guan Watson: 40 |

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

| Christopher Cochran: 26 |
| dennis garraty: 25 |
| Bret Macolino: 24 |
| Mike Robinson: 26 |
| Guan Watson: 22 |

Good price

Proposal Organization | Points Based | 10 Points (5%)

| Christopher Cochran: 10 |
| dennis garraty: 8 |
| Bret Macolino: 8 |
| Mike Robinson: 9 |
| Guan Watson: 7 |

More resumes?

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

| Christopher Cochran: 5 |
| dennis garraty: 5 |
| Bret Macolino: 5 |

Mike Robinson: 5
Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0
dennis garraty: 0
Bret Macolino: 0
Mike Robinson: 0
Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0
dennis garraty: 0
Bret Macolino: 0
Mike Robinson: 0
Guan Watson: 0

Global Solutions Group, Inc.

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50
dennis garraty: 45
Bret Macolino: 40
Mike Robinson: 49
Guan Watson: 42

Good experience with government and partnership

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30
dennis garraty: 26
Bret Macolino: 23
Mike Robinson: 29
Guan Watson: 22

Project Understanding and Approach | Points Based | 50 Points (25%)
Christopher Cochran: 50
dennis garraty: 40
Bret Macolino: 41
Mike Robinson: 46
Guan Watson: 42

detailed work schedule and list of task

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)
Christopher Cochran: 30
dennis garraty: 22
Bret Macolino: 23
Mike Robinson: 24
Guan Watson: 20

High price

Proposal Organization | Points Based | 10 Points (5%)
Christopher Cochran: 10
dennis garraty: 8
Bret Macolino: 8
Mike Robinson: 9
Guan Watson: 9

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)
Christopher Cochran: 5
dennis garraty: 5
Bret Macolino: 5
Mike Robinson: 5
Guan Watson: 5

Location | Points Based | 10 Points (5%)
Christopher Cochran: 0
dennis garraty: 0

| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

| Small Business Enterprise Participation (SBE) \| Points Based \| 15 Points (7.5%) |
| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

GoSecure

| Ability and Competency of the Consultant \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 50 |
| dennis garraty: 40 |
| Bret Macolino: 38 |
| Mike Robinson: 42 |
| Guan Watson: 39 |

Government experience?

| Project Manager and Project Team's Competency and Qualifications \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 19 |
| dennis garraty: 25 |
| Bret Macolino: 24 |
| Mike Robinson: 24 |
| Guan Watson: 21 |

Interesting test result scoring

| Project Understanding and Approach \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 50 |
| dennis garraty: 30 |
| Bret Macolino: 39 |

| Mike Robinson: 41 |
| Guan Watson: 40 |

Detailed working phases

| Ability to meet Project Schedule and Budget Requirements \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 17 |
| dennis garraty: 26 |
| Bret Macolino: 24 |
| Mike Robinson: 20 |
| Guan Watson: 21 |

low price

| Proposal Organization \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 10 |
| dennis garraty: 7 |
| Bret Macolino: 8 |
| Mike Robinson: 9 |
| Guan Watson: 7 |

| Volume of Previous Work (VOW) awarded by the County \| Points Based \| 5 Points (2.5%) |
| Christopher Cochran: 5 |
| dennis garraty: 5 |
| Bret Macolino: 5 |
| Mike Robinson: 5 |
| Guan Watson: 5 |

| Location \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

| Small Business Enterprise Participation (SBE) \| Points Based \| 15 Points (7.5%) |

Christopher Cochran: 0
dennis garraty: 0
Bret Macolino: 0
Mike Robinson: 0
Guan Watson: 0

Helios Innovations LLC

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 1
dennis garraty: 35
Bret Macolino: 41
Mike Robinson: 30
Guan Watson: 20

Government experience?

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 1
dennis garraty: 25
Bret Macolino: 25
Mike Robinson: 16
Guan Watson: 10

Appointed team members?

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 25
dennis garraty: 40
Bret Macolino: 42
Mike Robinson: 32
Guan Watson: 22

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 13
dennis garraty: 25

Bret Macolino: 25

Mike Robinson: 15

Guan Watson: 11

Appointed team members?

Proposal Organization	Points Based	10 Points (5%)

Christopher Cochran: 5

dennis garraty: 7

Bret Macolino: 9

Mike Robinson: 7

Guan Watson: 5

Page formatting issue(cutting words)

Volume of Previous Work (VOW) awarded by the County	Points Based	5 Points (2.5%)

Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location	Points Based	10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE)	Points Based	15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

intersec inc

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 45

Bret Macolino: 37

Mike Robinson: 44

Guan Watson: 39

Government experience?

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30

dennis garraty: 26

Bret Macolino: 23

Mike Robinson: 27

Guan Watson: 18

Detailed project manager working experience

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 45

Bret Macolino: 37

Mike Robinson: 46

Guan Watson: 39

Detailed explanation of each task

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 30

dennis garraty: 28

Bret Macolino: 23

Mike Robinson: 23

Guan Watson: 15

Proposal Organization | Points Based | 10 Points (5%)

Christopher Cochran: 10

dennis garraty: 8

Bret Macolino: 7

Mike Robinson: 9

Guan Watson: 7

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

LanceSoft, Inc

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 45

| Bret Macolino: 35 |
| Mike Robinson: 48 |
| Guan Watson: 38 |

| Project Manager and Project Team's Competency and Qualifications \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 23 |
| dennis garraty: 28 |
| Bret Macolino: 24 |
| Mike Robinson: 27 |
| Guan Watson: 20 |

some government experience

| Project Understanding and Approach \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 50 |
| dennis garraty: 45 |
| Bret Macolino: 40 |
| Mike Robinson: 40 |
| Guan Watson: 40 |

Interesting sample testing result

| Ability to meet Project Schedule and Budget Requirements \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 9 |
| dennis garraty: 10 |
| Bret Macolino: 24 |
| Mike Robinson: 19 |
| Guan Watson: 18 |

Cost per year? (2 tests per year)

| Proposal Organization \| Points Based \| 10 Points (5%) |
| Christopher Cochran: 10 |
| dennis garraty: 7 |
| Bret Macolino: 8 |
| Mike Robinson: 8 |
| Guan Watson: 7 |

Volume of Previous Work (VOW) awarded by the County	Points Based	5 Points (2.5%)
Christopher Cochran: 5
dennis garraty: 5
Bret Macolino: 5
Mike Robinson: 5
Guan Watson: 5

Location	Points Based	10 Points (5%)
Christopher Cochran: 10
dennis garraty: 10
Bret Macolino: 10
Mike Robinson: 10
Guan Watson: 10

Small Business Enterprise Participation (SBE)	Points Based	15 Points (7.5%)
Christopher Cochran: 0
dennis garraty: 0
Bret Macolino: 0
Mike Robinson: 0
Guan Watson: 0

Sentinel Technologies, Inc

Ability and Competency of the Consultant	Points Based	50 Points (25%)
Christopher Cochran: 30
dennis garraty: 40
Bret Macolino: 42
Mike Robinson: 47
Guan Watson: 40

Some government experience

Project Manager and Project Team's Competency and Qualifications	Points Based	30 Points (15%)
Christopher Cochran: 4

dennis garraty: 25
Bret Macolino: 25
Mike Robinson: 25
Guan Watson: 20

Detailed working experience

Project Understanding and Approach | Points Based | 50 Points (25%)
Christopher Cochran: 42
dennis garraty: 35
Bret Macolino: 44
Mike Robinson: 42
Guan Watson: 40

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)
Christopher Cochran: 1
dennis garraty: 15
Bret Macolino: 17
Mike Robinson: 15
Guan Watson: 12

Over the budget

Proposal Organization | Points Based | 10 Points (5%)
Christopher Cochran: 10
dennis garraty: 8
Bret Macolino: 8
Mike Robinson: 9
Guan Watson: 8

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)
Christopher Cochran: 5
dennis garraty: 5
Bret Macolino: 5
Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Shorebreak iThreat Security

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50

dennis garraty: 45

Bret Macolino: 41

Mike Robinson: 46

Guan Watson: 44

Government experiece

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30

dennis garraty: 26

Bret Macolino: 25

Mike Robinson: 25

Guan Watson: 20

Team member resume?

Project Understanding and Approach	Points Based	50 Points (25%)
Christopher Cochran: 50
dennis garraty: 40
Bret Macolino: 41
Mike Robinson: 41
Guan Watson: 40

Interesting platform LifeGuard

Ability to meet Project Schedule and Budget Requirements	Points Based	30 Points (15%)
Christopher Cochran: 30
dennis garraty: 25
Bret Macolino: 25
Mike Robinson: 16
Guan Watson: 21

Great working experience of the project manager. High price

Proposal Organization	Points Based	10 Points (5%)
Christopher Cochran: 10
dennis garraty: 9
Bret Macolino: 9
Mike Robinson: 9
Guan Watson: 8

Volume of Previous Work (VOW) awarded by the County	Points Based	5 Points (2.5%)
Christopher Cochran: 5
dennis garraty: 5
Bret Macolino: 5
Mike Robinson: 5
Guan Watson: 5

Location	Points Based	10 Points (5%)
Christopher Cochran: 0
dennis garraty: 0

| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

| Small Business Enterprise Participation (SBE) \| Points Based \| 15 Points (7.5%) |
| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

TechGuard Security, LLC

| Ability and Competency of the Consultant \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 20 |
| dennis garraty: 35 |
| Bret Macolino: 39 |
| Mike Robinson: 42 |
| Guan Watson: 40 |

Government experience

| Project Manager and Project Team's Competency and Qualifications \| Points Based \| 30 Points (15%) |
| Christopher Cochran: 15 |
| dennis garraty: 20 |
| Bret Macolino: 24 |
| Mike Robinson: 22 |
| Guan Watson: 18 |

Simple resume

| Project Understanding and Approach \| Points Based \| 50 Points (25%) |
| Christopher Cochran: 42 |
| dennis garraty: 35 |
| Bret Macolino: 40 |
| Mike Robinson: 36 |

Guan Watson: 39

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 13

dennis garraty: 25

Bret Macolino: 25

Mike Robinson: 14

Guan Watson: 12

Simple resume

Proposal Organization | Points Based | 10 Points (5%)

Christopher Cochran: 5

dennis garraty: 7

Bret Macolino: 8

Mike Robinson: 9

Guan Watson: 7

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0
Bret Macolino: 0
Mike Robinson: 0
Guan Watson: 0

Tyler Technologies, Inc

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50
dennis garraty: 48
Bret Macolino: 42
Mike Robinson: 45
Guan Watson: 40

Strong background

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)

Christopher Cochran: 30
dennis garraty: 28
Bret Macolino: 26
Mike Robinson: 26
Guan Watson: 20

Project Understanding and Approach | Points Based | 50 Points (25%)

Christopher Cochran: 50
dennis garraty: 41
Bret Macolino: 41
Mike Robinson: 41
Guan Watson: 40

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)

Christopher Cochran: 30
dennis garraty: 27
Bret Macolino: 26

Mike Robinson: 19

Guan Watson: 20

Proposal Organization | Points Based | 10 Points (5%)

Christopher Cochran: 8

dennis garraty: 10

Bret Macolino: 9

Mike Robinson: 9

Guan Watson: 8

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

United Data Technologies

Ability and Competency of the Consultant | Points Based | 50 Points (25%)

Christopher Cochran: 50
dennis garraty: 48
Bret Macolino: 37
Mike Robinson: 45
Guan Watson: 42

Experience with school district, 24/7 service desk

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)
Christopher Cochran: 15
dennis garraty: 27
Bret Macolino: 22
Mike Robinson: 28
Guan Watson: 18

Team member resume?

Project Understanding and Approach | Points Based | 50 Points (25%)
Christopher Cochran: 42
dennis garraty: 50
Bret Macolino: 37
Mike Robinson: 43
Guan Watson: 41

Detailed task schedule

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)
Christopher Cochran: 21
dennis garraty: 29
Bret Macolino: 22
Mike Robinson: 19
Guan Watson: 18

Team member resume?

Proposal Organization | Points Based | 10 Points (5%)
Christopher Cochran: 10
dennis garraty: 10

| Bret Macolino: 8 |
| Mike Robinson: 9 |
| Guan Watson: 8 |

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)

| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

Location | Points Based | 10 Points (5%)

| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

| Christopher Cochran: 0 |
| dennis garraty: 0 |
| Bret Macolino: 0 |
| Mike Robinson: 0 |
| Guan Watson: 0 |

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Ability and Competency of the Consultant | Points Based | 50 Points (25%)

| Christopher Cochran: 50 |
| dennis garraty: 46 |
| Bret Macolino: 42 |
| Mike Robinson: 48 |
| Guan Watson: 44 |

Great experience with numerous County and City

Project Manager and Project Team's Competency and Qualifications | Points Based | 30 Points (15%)
Christopher Cochran: 30
dennis garraty: 26
Bret Macolino: 25
Mike Robinson: 27
Guan Watson: 25

Detailed team member resume with picture

Project Understanding and Approach | Points Based | 50 Points (25%)
Christopher Cochran: 50
dennis garraty: 50
Bret Macolino: 42
Mike Robinson: 43
Guan Watson: 42

Ability to meet Project Schedule and Budget Requirements | Points Based | 30 Points (15%)
Christopher Cochran: 30
dennis garraty: 28
Bret Macolino: 25
Mike Robinson: 21
Guan Watson: 23

Detailed schedule

Proposal Organization | Points Based | 10 Points (5%)
Christopher Cochran: 10
dennis garraty: 10
Bret Macolino: 9
Mike Robinson: 9
Guan Watson: 9

Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)
Christopher Cochran: 5

dennis garraty: 5

Bret Macolino: 5

Mike Robinson: 5

Guan Watson: 5

Location | Points Based | 10 Points (5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0

Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)

Christopher Cochran: 0

dennis garraty: 0

Bret Macolino: 0

Mike Robinson: 0

Guan Watson: 0