

MEMORANDUM

G.1 Award Contracts for Firewall, Web Filtering and Email Security Mr. Sederlund

RECOMMENDED MOTION: “That the Chippewa Valley Schools Board of Education award contracts to the following companies totaling \$827,159.90 for the purchase and installation of new firewall, web filtering and email security network equipment:”

<u>Bid Category</u>	<u>Contractor</u>	<u>Total</u>
Firewall and Web Filter	Sentinel Technologies	\$589,476.36
Email Filter	MBM Technology Solutions	\$237,683.54

RATIONALE: This project will consist of installation and replacement of new firewall, web filtering and email security network equipment. The firewall is an eligible component which qualifies for E-rate funding.

The bids were reviewed and approved by the Technology Sub-Committee on January 25, 2021. The bids received are within the budget allocation identified for the 2018 Bond Issue Program. These projects are scheduled to start in the spring 2021.



	CBTS	DELTA NETWORK SERVICES	MARCO	NETSWEeper	SENTINEL	MIBM TECHNOLOGY
Bid Bond Included	YES	YES	YES	NO	YES	NO
Familial Disclosure Included	YES	YES	YES	NO	YES	YES
Asbestos Notification	YES	YES	YES	NO	YES	YES
Iran Sanctions Act Form Included	YES	YES	YES	NO	YES	YES
Criminal Background Check Form Included	YES	YES	YES	NO	YES	YES
Addendum #1/Q&A Responses Acknowledged	YES	YES	YES	NO	YES	YES
Bid 17230(A) Firewall (E-RATE)/Web Filtering	2,423,945.96	567,853.56	1,971,013.29	15,995.00/year web filtering	511,759.22	
17230(A) Firewall (E-RATE)/Web Filtering Base Bid	128,849.41	0.00	0.00		28,762.86	
17230(A) Firewall (E-RATE)/Web Filtering Deduct for Taxes	20,000.00	20,000.00	20,000.00		20,000.00	
17230(A) Firewall (E-RATE)/Web Filtering Allowance (Included in base)						
Voluntary Alternates						
17230(A) - Voluntary Alternate #1: Security Web Filtering					166,209.75	
Bid 17230(B) Email Security	256,459.16		243,868.84			237,683.54
17230(B) Email Security Base Bid	15,384.01		0.00			0.00
17230(B) Email Security Deduct for Taxes						
Alternates						
17230(B) - Alternate #1: TES/Total Email Security Bundle	382,700.00		355,093.20			360,200.40
17230(B) - Alternate #2: TEP/Total Email Protection Bundle	599,040.00		555,793.20			569,478.00
17230(B) - Alternate #3: Sentinel	254,400.00		236,041.20			233,931.00
17230(B) - Alternate #4: Email Advanced Security	212,160.00		196,849.20			195,089.00
17230(B) - Alternate #5: Phishline	59,520.00		55,192.80			54,730.80
17230(B) - Alternate #6: Forensics and Incident Response	252,480.00		234,267.60			237,623.40
Voluntary Alternates						
17230(B) - Voluntary Alternate #1: Cisco Cloud Mailbox Defense XaaS					99,880.22	
17230(B) - Voluntary Alternate #2: KnowBot Awareness Training					113,688.75	
17230(B) - Voluntary Alternate #2 less tax					106,500.00	
Can Chippewa Valley Schools take the indicated Tax Deduct?	YES	N/A	N/A		YES	
17230(A) Base Bid with Tax Deduct	2,275,099.95	547,853.56	1,951,013.29		482,976.36	
17230(A) Total Bid with Tax Deduct & Accepted Voluntary Alternate(s)						
Can Chippewa Valley Schools take the indicated Tax Deduct?	YES		N/A			N/A
17230(B) Base Bid with Tax Deduct	241,075.15		243,868.84			237,683.54
17230(B) Total Bid with Tax Deduct & Accepted Voluntary Alternate(s)						
Post-Bid Interview Recommendation					\$	569,476.36

Recommended low, qualified bidder:



Metro Technology Services IT, Inc.
59 North Walnut Street, Suite 202
Mount Clemens, MI 48043
Phone: (586) 203-8423

Chippewa Valley Schools
BP 19-T07 Letter of Recommendation
January 21, 2021

Ms. Sarah Monnier-White
Director of Information Technology
Chippewa Valley Schools
19120 Cass Avenue
Clinton Township, MI 48038

Re: Chippewa Valley Schools
2018 Bond Issue
BP 19-T07 – Firewall (e-rate), Web Filtering and Email Security

Dear Ms. Monnier-White,

Metro Technology Services, along with Chippewa Valley Schools' IT staff, have evaluated the bid proposals for Bid Package 19-T07 – Firewall (e-rate), Web Filtering and Email Security.

The bid package provides for the purchase and installation of two new Firewalls, which is an essential part of the School District's security system. Firewalls keeps destructive and disruptive forces out and controls the incoming and outgoing network traffic based on security parameters. This portion of the RFP also includes Web Filtering for all district devices, both from on premise as well as off-site.

Also bid, under separate category, is Email Security appliances designed to detect and block a wide variety of **email**-borne threats, such as malware, spam and phishing attempts.

All equipment within the RFP will be warranted for five years, including all parts and labor.

A total of five RFP responses were received for the Firewall and Web Filtering, and four responses were received for the Email Security Appliances. Post-bid interviews were conducted with both of the apparent low bidders. Sentinel Technologies did provide the lowest cost qualified bid response for section 17230A and MBM Technology was the lowest cost qualified bidder for section 17230B.

We are recommending that we accept the "KnowB4" voluntary alternate from Sentinel. This Voluntary alternate to provide the "KnowB4" module under the firewall bid will allow IT administrators to implement Security Policies and monitor cyber and network security for staff and students.

The firewall portion of this RFP is eligible for potential federal E-Rate funding, based on funds availability for the 2021-2022 fiscal years. All the recommended solutions were accounted for in the 2018 Bond program and are within the budgeted amount.

Therefore, it is the recommended motion that the Chippewa Valley Schools' Board of Education award a contract as presented:

Metro Technology Services IT, Inc.
59 North Walnut Street, Suite 202
Mount Clemens, MI 48043
Phone: (586) 203-8423

Bid Category	Contractor	Contract Amount
Bid Category 17230A – Firewall & Web Filter	Sentinel Technologies	\$ 511,739.22
Deduct for Taxes		\$ - 28,762.86
Add for Voluntary Alternate – KnowB4 Module (five years)		\$ 106,500.00
Total Contract Award for 17230A:		\$ 589,476.36
Bid Category	Contractor	Contract Amount
Bid Category 17230B – Email Filter Appliances	MBM Technology Solutions	\$ 237,683.54
Total Contract Award for 17230b:		\$ 237,683.54

A bid tabulation and bid comparison are attached herewith.

Please feel free to contact me at (248) 321-5242 if you should have any questions or comments regarding this award recommendation.

Sincerely,

Tom Giachino
Metro Technology Services IT, Inc.

cc: Scott Sederlund, Chippewa Valley Schools
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