

AWARD OF BIDS/RFPs/CO-OPS/SINGLE SOURCES (cont.)**RFP #6641 SUMMARY: CLEVELAND METROPARKS CYBERSECURITY****Background**

On January 28, 2022, Cleveland Metroparks released RFP #6641 for Cybersecurity services. Cleveland Metroparks staff divided the proposal into seven (7) objectives:

- Objective 1: Security Assessment and Roadmap
- Objective 2: Centralized Logging or SIEM (Security Information and Event Management) Solution
- Objective 3: External and Internal Penetration Testing
- Objective 4: Vulnerability Scanning Management Solution
- Objective 5: Tabletop Exercise(s)
- Objective 6: Cybersecurity Awareness, Training, and Phishing
- Objective 7: Incident Response Services

Due to the potential costs of these modules and, to best suit the needs of Cleveland Metroparks, the proposal was designed so vendors could submit proposals on one (1), multiple, or all seven (7) objectives. Objective 7 was designed to select a short list of vendors who could provide cybersecurity incident response services in the event of an attack.

Upon review of proposals, the committee discovered that the costs were higher than the projected budget. In response, scoring was calculated based on the objectives within the budget. The committee proposed a short list of vendors for Objective 2: Centralized Logging or Security Information and Event Management (SIEM) Solution to procure services in the event additional funds become available. Objective 4: Vulnerability Scanning Management Solution was removed as Cleveland Metroparks currently uses the solution recommended in many of the vendor proposals.

The following tables list the scoring for vendors based on various proposal Objectives.

Table 1 - Objectives 1, 3, 5 and 6: Vendor Scores

Company	Assessment of vendors ability to deliver for objective 1,3,5,6	Vendors implementation plan (15)	Local Presence/ satellite office (10)	Core Values (5) score 5 or 0	Cost Score for Objective 1,3,5,6	Total
MCPc/Fortress	31	9	10	5	28	83
Crowe LLP	36	11	1	5	20	73
TrustedSec	36	12	10	5	10	73
Sequiris Group	21	9	1	5	37	73
AT&T	31	10	8	5	18	72
MCPc/Logicalis	37	9	8	5	12	71
Greentree Group	30	5	8	5	23	71
Securely Yours	30	5	1	5	30	71

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)

Company	Assessment of vendors ability to deliver for objective 1,3,5,6	Vendors implementation plan (15)	Local Presence/ satellite office (10)	Core Values (5) score 5 or 0	Cost Score for Objective 1,3,5,6	Total
Global Solutions Group	25	3	1	5	33	67
Artech LLC	32	8	1	5	16	62
Stealth-ISS Group	22	8	8	5	19	62
RSI Systems	28	5	1	5	21	60
Alliant Cybersecurity	26	7	1	5	21	60
Millennium Franchise Group LLC	20	8	1	0	30	59
Pearl Tech	24	5	2	5	23	59
Netizen	27	5	1	5	21	59
Tyler Technologies	17	0	1	5	34	57
MGT of America Consulting	26	13	1	5	12	57
Digital Lantern	26	7	1	5	17	56
Financial Institution Info Security	21	5	1	0	28	55
Janus	22	10	1	5	17	55
vTech Solutions	23	10	1	5	15	54
Marcum	20	9	8	5	9	51
Iono	34	10	2	0	4	50
GLESC	22	8	1	5	13	49
Cyber Range Solutions	28	8	1	0	12	49
Navisite	17	5	1	0	24	47
On Technology Partners	16	5	10	5	3	39
Dell	22	10	5	0	1	38
STEP CG	16	5	8	5	0	34
Compu-Vision Consulting	13	5	1	5	2	26
Konica-Minolta	13	5	1	0	6	25
Involta	12	2	8	0	1	23

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)**Table 2 – Objective 2: Shortlist of vendor(s) that may be selected**

Company	Assessment of vendors ability to deliver for objective 1,3,5,6	Vendors implementation plan (15)	Local Presence/ satellite office (10)	Core Values (5) score 5 or 0	Cost Score for Objectives 1,3,5,6	Total
MCPc/Fortress	31	9	10	5	28	83
Crowe LLP	36	11	1	5	20	73
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AT&T	31	10	8	5	18	72
MCPc/Logicalis	37	9	8	5	12	71
Greentree Group	30	5	8	5	23	71
Securely Yours	30	5	1	5	30	71

Table 3 – Objective 7: Short list of vendor(s) that may be selected

Company	Assessment of vendors ability to deliver for objective 1,3,5,6	Vendors implementation plan (15)	Local Presence/ satellite office (10)	Core Values (5) score 5 or 0	Cost Score for Objective 1,3,5,6	Total
MCPc/Fortress	31	9	10	5	28	83
Crowe LLP	36	11	1	5	20	73
TrustedSec	36	12	10	5	10	73
Sequiris Group	21	9	1	5	37	73

Based on Table 1, Fortress is recommended based on the proposal for Cybersecurity Services including Objectives 1, 3, 5 and 6. The annual cost is estimated at \$102,000, for a three (3) year contract period, with an option to renew for up to a one (1) additional year, for a total four (4) year cost not to exceed \$408,000.

For Objective 7 Incident Response Services, the top vendors are selected to provide incident response services on an “as needed” basis. In the event an incident occurs, the highest ranked vendor will be selected if they are available to engage in the work within the necessary timeframe. If they are unable to work on the specific incident, the next best and available vendor will be chosen. The amount of \$50,000 will be allocated per year in the event incident response services or additional cybersecurity services are needed, for a total four (4) year cost not to exceed \$200,000.

In the event monetary funds become available for Objective 2 Centralized Logging or SIEM, an addendum will be presented to the Board authorizing those funds.

AWARD OF BIDS/RFPS/CO-OPS/SINGLE SOURCES (cont.)**RECOMMENDED ACTION:**

That the Board authorize the Chief Executive Officer to enter into a three (3) year agreement, in a form approved by the Chief Legal & Ethics Officer, between Cleveland Metroparks and **Fortress** for Objectives 1, 3, 5 and 6, and the **best and available vendor(s)** for Objectives 2 and 7 as noted above, for the most advantageous proposal to Cleveland Metroparks, as summarized above and maintained in the proposal file for RFP #6641 Cleveland Metroparks Cybersecurity, for a three (3) year period, with an option to renew for up to one (1) additional year, for a **total four (4) year cost not to exceed \$608,000**. In the event the log of consumption approaches 90 percent of the estimate, an action item will be presented to the Board requesting an increase.