



**ALWAYS  
LEADING**

Request for Qualifications  
19-03R

Managed Security Services for Risk  
Assessment, Policy Development, and Incident  
Response Plan  
for the  
Information Technology Division



A PROPOSAL TO

**City of Aurora**

MAY 13, 2019



**SENTINEL**

## General Contact Information

### CITY OF AURORA CONTACT INFORMATION

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*Director of Purchasing*  
Purchasing Division  
City of Aurora  
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Aurora, IL 60507  
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### SENTINEL CONTACT INFORMATION

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## 4.0 Pricing and Contract

- 4.1. Please provide the name, title and appropriate contact information of the authorized negotiator or contract-signing agent.

**Sentinel Response:**

Steve Tyriver  
Sr. Sales Executive  
Sentinel Technologies, Inc.  
2550 Warrenville Road  
Downers Grove, IL 60515  
Phone: 630.769.8583  
Email: [styriver@sentinel.com](mailto:styriver@sentinel.com)

Steve will be your primary interface into Sentinel. He will engage our Executive team members and/or Corporate Counsel (as appropriate) as we work with the City to jointly author a contractual arrangement that will meet your needs.

- 4.2. Indicate and describe the pricing model(s) for your professional services offering.

**Sentinel Response:** Fixed price engagement. Invoicing would be monthly based on delivery.

- 4.3. Is there a minimum commitment for particular usage, total volume, and individual spend or aggregate spend in order to receive the rates and terms provided in the proposal? If so, explain.

**Sentinel Response:** Services are Fixed Price based on the City's requirements and our Statement of Work that matches those requirements.

- 4.4. How long will the proposal remain in force from the date of submission?

**Sentinel Response:** Sixty (60) days to allow the City to navigate its review and approval process. That can be extended if we are working through the details of establishing an agreement between our organizations.

- 4.5. Indicate the discounts available, based on the public sector, volume of services and contract length.

**Sentinel Response:** Pricing is discounted based on our ten (10+) year Partnership with the City of Aurora.

- 4.6. Please explain in detail your contract liability limitations — is this limited by the price of the paid contract?

**Sentinel Response:** Our contractual limitation of remedies is limited to re-performance of any defective services, and our limitation of liabilities excludes any consequential or incidental damages of any kind, with the exception of any claims for personal injury or damage to real property and/or tangible personal property caused by Contractor's willful or gross negligence.

**PRICING**

**Pricing Summary**

<b>Sites/Locations within Scope</b>				
City of Aurora ~16 Locations				

<b>Infrastructure/Devices/Applications within Scope</b>				
<b>Network Infrastructure</b>	<b>Security Infrastructure</b>	<b>Collaboration Infrastructure</b>	<b>Datacenter Infrastructure</b>	<b>Application Infrastructure</b>
~16 Connections	10 Firewalls	N/A	200-250 Servers	15-20 Applications
~100 Routers			~5 DCs	10-15 SQL DBs
Sample 5 for Workstation Config				

All other locations and infrastructure are considered out of scope unless listed in the above tables.

<b>Pricing Breakdown</b>			
<b>Phase &amp; Description</b>	<b>Type</b>	<b>Technology</b>	<b>Price</b>
Risk Assessment	Strategic	Security	
vCISO (Policy Development, Incident Response Plan)	Strategic	Security	
<b>Grand Total</b>			<b>\$ 93,310.00</b>

**Optional Services**

<b>Pricing Breakdown</b>			
<b>Phase &amp; Description</b>	<b>Type</b>	<b>Technology</b>	<b>Price</b>
Security Assessment - Optional	Strategic	Security	\$31,140.00

All Project pricing listed above is valid for 60 days