



Managed Security Services for Risk Assessment, Policy Development, and Incident Response Planning

Proposed Costs (ORIGINAL)

City of Aurora, Illinois Information Technology Division

RFQ #19-03R

May 13th, 2019

Prepared by:



Data Defenders, LLC
www.data-defenders.com

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Jolene Coulter
Director of Purchasing
City of Aurora, IL
44 E. Downer Place
Aurora, IL 60505

Dear Ms. Coulter,

Data Defenders, LLC acknowledges receipt of Addendum #1 subsequently issued with RFQ 19-03R and has aligned our proposal response in accordance to the stipulations outlined in this Addendum. We are pleased to submit this proposal entitled Managed Security Services for Risk Assessment, Policy Development, and Incident Response Proposed Costs in response to the Request for Qualifications (RFQ) RFQ# 19-03R released by the City of Aurora, Illinois on April 26, 2019. The purpose of this proposal is to outline our qualifications and proposed cost, as requested in the RFQ document.

Data Defenders is an experienced provider of Risk Assessment, Policy Development, and Incident Response Management solutions to municipalities such as Aurora, Illinois and is committed to providing the solutions necessary to assist the Information Technology Division of Aurora in addressing any issues related to managing the security/risk profile of its technology infrastructure and business operations. We are also prepared to offer these solutions at the price and schedule indicated in this proposed cost document.

If you should have any questions concerning our proposal, please feel free to contact me at your convenience. If you need to submit any correspondence related to this proposal, please do so to my attention as I will be serving as the primary point of contact for this proposal process and subsequent project.

Sincerely,



Cyrus J. Walker,
Managing Principal
Data Defenders, LLC

1 Introduction

As stipulated in the City of Aurora, IL RFQ 19-03R document, this proposal presents our Proposed Costs as outlined in Section IV of RFQ 19-03R.

Data Defenders and CA Technologies have partnered to propose the delivery of solutions to support the City of Aurora, IL in meeting the objectives outline the RFQ 19-03R and as such, are presenting the proposed cost for such services. The table below highlights the solutions that each partner has proposed.

The following section Proposed Costs highlights our joint proposal for costs for solutions.

COMPANY	PROVIDED SOLUTION
Data Defenders, LLC.	Cybersecurity Risk Assessment, Policy Development, Incident Response Planning
CA Technologies – A Broadcom Company	Product and services to ensure API/interface security, identity and access management, and privileged access management, fraud and risk detection and prevention

2 Pricing and Contract

This section provides responses to the questions outlined in Section III. Subsection 4. Pricing and Contract. The table on the following page presents our responses.

PRICING AND CONTRACT RESPONSE TABLE			
QUESTION NO.	PRICING AND CONTRACT QUESTIONS	DATA DEFENDERS' RESPONSE	CA TECHNOLOGIES' RESPONSE
4.1	Please provide the name, title and appropriate contact information of the authorized negotiator or contract-signing agent.	<p>Cyrus Walker, Managing Principal 10 W. 35th St. Suite 9F5-1 Chicago, IL 60616 O: (312) 224-8831 x 402 Email: Cyrus.Walker@data-defenders.com</p>	
4.2	Indicate and describe the pricing model(s) for your professional services offering.	<ul style="list-style-type: none"> Data Defenders will use a fixed pricing model based on a pre-defined hourly rate and estimated hours allocated for the completion of each task associated with service delivery. Data Defenders offers a 30-day net payment term. Data Defenders offers a 10% Early Payment for all approved invoices that are paid within 10 days of invoice submission. 	
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.	No. Data Defenders does not require a minimum commitment of usage, total volume, individual spend, or aggregate spend to receive the proposed terms and rates.	
4.4	How long will the proposal remain in force from the date of submission?	This Proposed Cost proposal will remain in effect for 60 days after the submission date of this Proposed Cost proposal	
4.5		Data Defenders applies a 20% discount to our General Hourly Rates for our Senior Member	



PRICING AND CONTRACT RESPONSE TABLE			
QUESTION NO.	PRICING AND CONTRACT QUESTIONS	DATA DEFENDERS' RESPONSE	CA TECHNOLOGIES' RESPONSE
	Indicate the discounts available, based on the public sector, volume of services and contract length.	of Technical Staff, Member of Technical Staff, Project Manager Roles for our public sector customers.	
4.6	Please explain in detail your contract liability limitations — is this limited by the price of the paid contract?	Data Defenders' Liability Limitation has three components: General Disclaimer of Warranties/Limitation of Liability, Total Liability, and Force Majeure. Generally, our limitation of liability is limited to the total contract price for services rendered.	



**PROFESSIONAL SERVICES –
WORK ORDER ESTIMATED
PRICING**

City of Aurora, IL
44 E. Downer Place
Aurora, IL 60505
Primary Contact: Jolene Coulter

CUSTOMER WO No.: 20190213-01 Payment Terms: Net 30 days Note:

SCOPE OF SERVICES

TASK #1 RISK ASSESSMENT	Estimated Hours Allocation			Price Level: Fixed		
	TASK ID	ESTIMATED HOURS	RESOURCES	Unit Cost:	Sub-Total Cost	Total Cost
	First Responder Comm. (Police, Fire, EMS Land Mobile Radio)	80	TBD		\$ 4,400.00	\$ 4,400.00
	Wireless network review	25	TBD		\$ 1,375.00	\$ 1,375.00
	Review of 20 applications	300	TBD		\$ 16,500.00	\$ 16,500.00
	SQL Farm review	30	TBD		\$ 1,650.00	\$ 1,650.00
	Operating system test and review	20	TBD		\$ 1,100.00	\$ 1,100.00
	Review of 600 endpoints	60	TBD		\$ 3,300.00	\$ 3,300.00
	Review of 850-1000 mobile devices	150	TBD		\$ 8,250.00	\$ 8,250.00
	Workstation configuration review	20	TBD		\$ 1,100.00	\$ 1,100.00
	Remote access security review	25	TBD		\$ 1,375.00	\$ 1,375.00
	Business Impact Analysis	90	TBD		\$ 4,950.00	\$ 4,950.00
	Data classification	60	TBD		\$ 3,300.00	\$ 3,300.00
	Business Continuity Planning	100	TBD		\$ 5,500.00	\$ 5,500.00
	Cloud security assessment	90	TBD		\$ 4,950.00	\$ 4,950.00
	3rd party/Vendor risk assessment	160	TBD		\$ 8,800.00	\$ 8,800.00
					Sub-Total Task #1:	\$ 66,550.00
TASK #2 POLICY DEVELOPMENT	Estimated Hours Allocation			Price Level: Fixed		
	TASK ID	ESTIMATED HOURS	RESOURCES	Unit Cost	Sub-Total Cost	Total Cost
	Includes development of "dash-1" policy for each of the 20 control families identified in NIST SP 800-53r5	300	TBD		\$ 16,500.00	\$ 16,500.00
					Sub-Total Task #2:	\$ 16,500.00
TASK #3 INCIDENT RESPONSE	Estimated Hours Allocation			Price Level: Fixed		
	TASK ID	ESTIMATED HOURS	RESOURCES	Unit Cost	Sub-Total Cost	Total Cost
	Includes IRP assessment, plan development	40	TBD		\$ 2,220.00	\$ 2,200.00
					Sub-Total Task #3:	\$ 2,200.00
TRAVEL EXPENSES	Includes Airfare, Lodging, Rental Car, Daily Meals Per Diem, and Travel Time as set forth by the Master Services Agreement 20180123-01 and will be billed separately.					
OTHER NOTES:					TOTAL FIXED SERVICE COSTS:	\$ 85,250.00

For more information on our solutions, please visit our website at www.data-Defenders.com. Customer can also follow us on Facebook at <http://www.facebook.com/pages/Data-Defenders-LLC/129964020394790> and Twitter at [@DataDefenders.com](https://twitter.com/DataDefenders.com).

WE ARE THE DEFENDERS OF CUSTOMER'S INFORMATION WORLD!

Data Defenders, LLC.

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