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

May 13, 2019
19-03 R

Submitted to:

City of Aurora
Purchasing Division
44 E. Downer Place
Aurora, Illinois 60507

Submitted by:

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Proposed Cost





Crowe LLP
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May 13, 2019

City of Aurora
Purchasing Division
44 E. Downer Place
Aurora, Illinois 60507

Dear Purchasing:

Please find our proposed costs to your Request for Proposal (RFP), entitled Managed Security Services for Risk Assessment, Policy Development and Incident Response Plan for the Information Technology Division, enclosed.

Crowe is a public accounting, consulting, and technology firm with offices around the world. Our vision is built on deep specialization and a focus on our clients, our people, and the hallmarks of our profession: integrity, objectivity, and independence.

We forge each relationship with the intention of delivering exceptional client service while upholding our firm's core values – care, share, invest, and grow – and strong professional standards. Crowe has delivered value to the City of Aurora for over 5 years by listening to your needs and developing a comprehensive understanding of your businesses and would appreciate the opportunity to do the same for this engagement.

Thank you for taking the time to consider our proposal. We are looking forward to demonstrating why Crowe is the best firm to engage for your managed security service needs.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert S. Dobis".

Robert S. Dobis
Partner

4. Pricing and Contract

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

This proposal is being submitted by Robert S. Dobis, Partner, who is authorized to represent the firm, is empowered to submit the proposal and is authorized to negotiate and execute a contract with the City of Aurora. His contact information is below:

Robert S. Dobis, Partner
Crowe LLP
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Oakbrook Terrace, Illinois 60181
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4.2. Indicate and describe the pricing model(s) for your professional services offering.

Fees

The following table lists proposed cost for each deliverable and the total fixed price based on Crowe's understanding of the project.

Service	Fees
Cybersecurity Risk Assessment	\$58,680
NIST 800-53 r5 Policy Development	\$19,170
Incident Response Plan Development	\$10,350
Total Fixed Price	\$88,200

This engagement will be billed to Aurora on a fixed fee basis in accordance with our proposed fee structure. Travel and out-of-pocket expenses will be billed to Aurora at actual cost. Any other expenses will be discussed and approved in advance by the City. The pricing in this proposal will remain valid for a period of 90 days from the date of this proposal.

Assumptions

Crowe assumes the following sample sizes and assumptions for this engagement:

Service	Scope Assumption
General Project Assumptions	<ul style="list-style-type: none"> Aurora accepts all statements made within this document regarding scope. Information requested through a separate resource request letter will be gathered and available for our consultants upon arrival. Your resources and subject matter experts will be available to participate in interview sessions, individual meetings, and conference calls as necessary to provide input about the technology, organization, and processes that are currently in place at the Aurora.

Service	Scope Assumption
Cybersecurity Risk Assessment	<ul style="list-style-type: none"> • Crowe consultants will have access to all necessary systems, resources, and personnel for the duration of the engagement • Crowe will complete the gap assessment against NIST 800-53 r5. • Crowe will conduct up to 10 interviews in order to evaluate Aurora's current cybersecurity capabilities. • The Cybersecurity Assessment will include up to 20 applications, 15 SQL servers, and 1,000 endpoints, including anything with an IP address. • Crowe will evaluate the current vendors and their solutions as they support Aurora capabilities. Crowe will not conduct security reviews of the individual vendors.
Policy Development	<ul style="list-style-type: none"> • Crowe will develop policies to address the requirements of NIST 800-53 r5. • Crowe will develop up to 17 policies for this portion of the engagement.
Incident Response Plan Development	<ul style="list-style-type: none"> • Where possible, Crowe will leverage existing knowledge gained from other Crowe Cybersecurity meetings and evaluations completed outside the scope of this Proposal. • Crowe will hold up to five Cybersecurity work sessions with City key stakeholders. • Crowe will provide up to two revision cycles for the Incident Response policy. • Tabletop Testing is an optional component of this engagement.

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.

There is no minimum spend requirement in order to receive the rates and terms within this proposal.

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

The pricing in this proposal will remain valid for 90 days.

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

Due to the long-term relationship Crowe has with the City of Aurora, we are providing a 5% discount on our associated fees.

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

It is the policy of Crowe LLP, along with industry standard, to limit liability to the total fees paid per associated engagement. If Crowe is the successful bidder on this RFP opportunity, we anticipate negotiating mutually acceptable terms and conditions.

5. Value Added Services and Others

5.1. Please describe any other optional / value added services.

The following services are optional as part of this engagement:

Service	Option	Professional Fee Ranges
Incident Response Plan Development	Tabletop Exercise	\$6,500

Professional fees for special projects outside of the agreed-upon scope will be determined based on project factors, such as type of project, subject matter experience required, scope, and resource requirements. Prior to commencing additional services, we will obtain your approval and agreement on the scoping and pricing.