Proposer Name:

Technical Reviewers:

RFQ -- Required Information and Scoring

Section 1. COMPANY CAPABILITIES / Required Information / 26 Points Max

1.1   Does your company agree to comply with our organization's principals, policies and procedures, right to   audit, training, certification, and termination clauses?

1.2.   Indicate the number of years your company has been in business.

1.3   Where is your company headquartered local or not?

1.4.   Describe the proposed engagement, allocation of responsibilities, services to be provided, and duration of the engagement.

1.5.   How many years have you been providing Cyber security for Critical Infrastructure?

1.6.   How many years have you been providing cyber security for water?

1.7   How many years of State or Municipal Experience with Cyber, Risk & Reliability for crititcal

1.8   Does your company have a formal IT department? A full-time information security staff?

1.9.   Describe all documented policies, procedures and audit requirements that will ensure maintaining the privacy and confidentiality of the City of Aurora's data.

1.10.   Does your company agree to comply with our organizations's principles, policies, and procedures, right to audit, training, certification, and termination clauses?

1.11.   Does your company subcontract work to other third parties? If so, please list them, based on the services in scope, and describe your business relationship with each one.

1.12.   Does your company have a data breach response plan? Please provide a copy for review

1.13.   Do you conduct internal audits regularly as prescribed by industry best practices and guidance?

Section 2. QUALIFICATIONS AND STAFFING / Required Information / 20 points Max

2.1.   Indicate how many past engagements have been conducted and provide references.

2.2.   Please provide a list of customers in the public sector – local, state or federal. This should include three or more references of agencies using your service that are of similar size to the City of

2.3.   Indicate the total number of employees in your company, and the number of employees responsible for this delivery.

2.4.   Please describe the relative distributions of employees in your company providing delivery, project management, customer service, and how these employees are geographically distributed.

2.5.   What percentage of your staff has security certifications (list the certifications), and what is the average number of years of experience they have in performing security consulting?

2.6.   Provide a sample job description and/or resume for your security staff. Include a summary of the technical expertise and/or special capabilities required.

2.7.   How do you verify the identity of those assessing data at your company?

2.8.   Explain the process of initial and ongoing training of your cyber security staff.

2.9.   Is your organization insured by 3rd party for network security incidents that affect your client's

2.10.   Do you have procedures in place to remove identification, facility and system access for terminated employees?

Section 3. / SERVICES AND IMPLEMENTATION METHODOLOGY / 12 Points Max.

3.1.   Provide an overview of your OT cyber security portfolio and any supporting products.

3.2.   Describe the project methodology and approach used to deliver your services. Describe the function or service offering they support.

3.3.   Describe the frequency and opportunities for continuous improvement during the implementation phase.

3.4   Does your security information and event management (SIEM) system merge data sources for granular analysis and alerting?

Section 4. / PRICING AND CONTRACT / 18 Points Max.

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

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

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.

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

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

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

Section 5. / VALUE ADDED SERVICES AND OTHERS / 24 Points Max

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

Michael Pegues, Chief Information Officer
Jeff Anderson, Deputy Chief Information Officer
Leela Karumuri, Manager IT Risk & Compliance
Shanita Thompson, Director IT Operations
Alan Beyer, Team Leader Infrastructure

Max. Points /Item	Criteria	1898 & Co, Part of Burns & McDonnell	AES I-US Inc	Applied Engineering	Electric
2	yes/no	2	2	2	2
2	>5=2	2	2	2	2
2	local-2	0	0	0	0
2	yes/no	2	2	2	2
2	>5=2	2	2	2	2
2	>5=2	2	2	2	2
2	>5=2	2	2	2	2
2	yes/no	2	2	2	2
2	yes/no	2	2	2	2
2	yes/no	2	2	2	2
2	no/yes	2	2	2	2
2	yes/no	2	0	0	2
2	yes/no	2	0	0	2
26		24	20	20	24

2	>5	2	2	2	2
2	yes/no	2	2	2	2
2	>5=2	2	2	2	2
2	yes/no	2	2	2	2
2	yes/no	2	2	2	0
2	yes/no	2	2	2	0
2	yes/no	2	2	2	2
2	yes/no	2	2	2	2
2	yes/no	2	2	2	2
2	yes/no	2	2	2	2
20		20	20	20	16
3	yes/no	3	3	3	2
3	yes/no	3	3	2	2
3	yes/no	3	3	3	2
3	yes/no	3	3	0	0
12		12	12	8	6
3	<100k=3	3	3	3	3
3	100k><200k=2	3	2	1	3
3	>200k=1	3	3	3	3
3	>90	3	3	3	3
3	yes/no	3	0	0	0
3	yes/no	3	3	3	3

18		18	14	13	15
24	low/medium/high	22	18	15	5
24		22	18	15	5
100		96	84	76	66
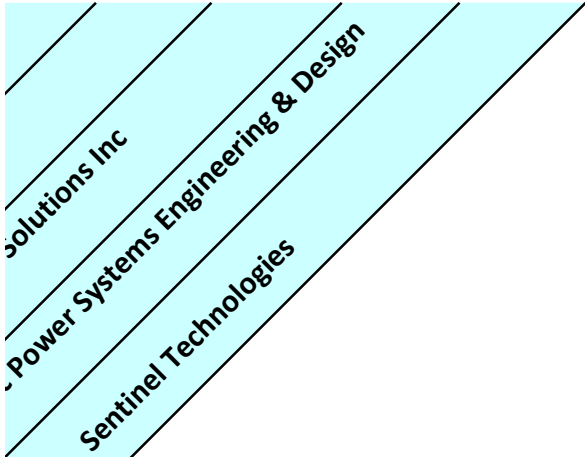
	...Solutions Inc	...Power Systems Engineering & Design	Sentinel Technologies
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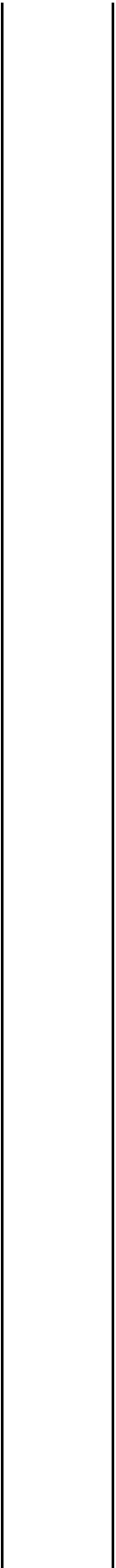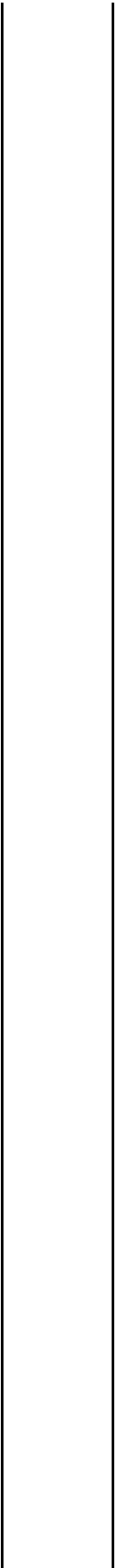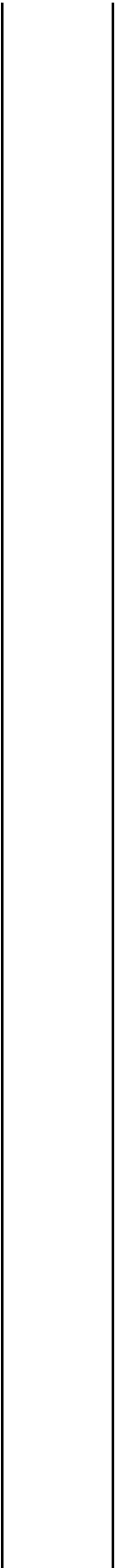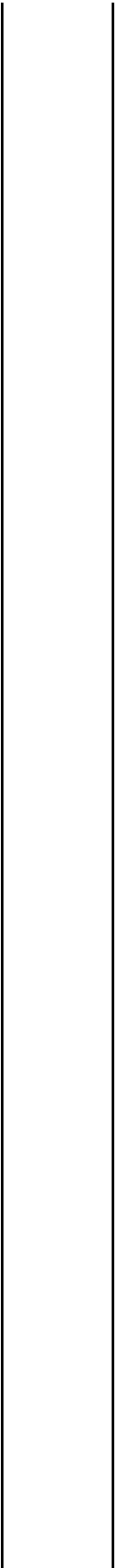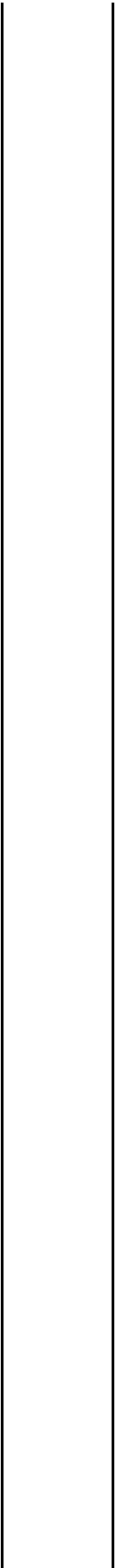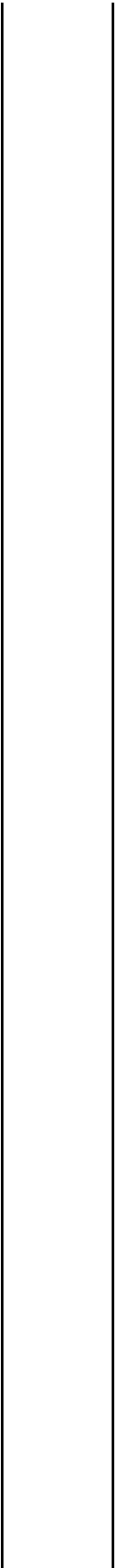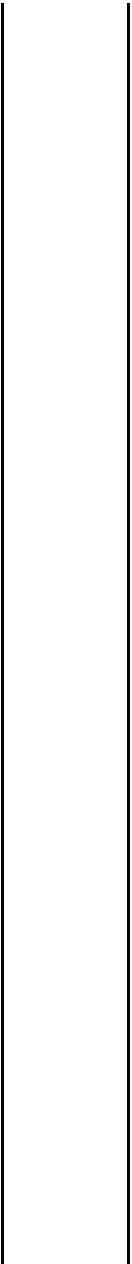
	COMPANY CAPABILITIES	QUALIFICATION	SE
Maximum Points Allowed	**26**	**20**	**12**
SUBMITTING FIRMS			
1898 & Co, Part of Burns & McDonnell	24	20	12
AESI-US, INC	20	20	12
Sentinel Technologies, Inc	22	19	10
Appied Engineering Solutions, Inc	20	20	8
Electric Power Systems-Engineering & Design	24	16	6

Proposer Name: Michael Pegues,
Technical Reviewers: Jeff Anderson, De
Leela Karumuri,
Shanita Thompso
Alan Beyer, Team

...ION AND STAFFING / ...RVICES AND IMPLEMENTATION METHODOLOGY	PRICING AND CONTRACT / VALUE ADDED SERVICES AND OTHERS	Total Score	Ranking
18	24	**Total Score**	**Ranking**
18	22	96	1
14	18	84	2
15	15	81	3
13	15	76	4
15	5	66	5

Chief Information Officer
eputy Chief Information Officer
Manager IT Risk & Compliance
on, Director IT Operations
n Leader Infrastructure

Scorer Notes