

# INTERNET AND NETWORK SECURITY REQUEST FOR PROPOSAL DOCUMENT



## **The Interlocal Purchasing System (TIPS)**

A Cooperative Purchasing Program available for membership by Government and Other Entities in Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Louisiana, Kansas, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Hampshire, Nevada, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

### ***Lead Agency***



### **Region VIII Education Service Center**

**Address:** 4845 US Hwy. 271 North  
Pittsburg, Texas 75686

**Toll-free (866) 839-8477 Fax (866) 839-8472**  
**Website: [www.tips-usa.com](http://www.tips-usa.com) E-mail: [bids@tips-usa.com](mailto:bids@tips-usa.com)**

## **NOTICE TO BIDDERS**

**DEADLINE DATE FOR ALL PROPOSALS TO BE RECEIVED ELECTRONICALLY:**

**<https://tips.ionwave.net>**

**Friday, December 11, 2015 at 3:00 P.M.**

**FOR THE CATEGORY –**

**INTERNET AND NETWORK SECURITY**

# About TIPS

TIPS is available for use by all public and private schools, colleges, universities, cities, counties and other government entities in the States of Alabama, Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia, Connecticut, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Louisiana, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

It is the intention of TIPS to establish vendor awarded contracts to satisfy the procurement needs of participating member entities in this particular category. These awarded contracts will enable member entities to purchase on an “as needed” basis from competitively awarded contracts with high performance vendors. Bidders are requested to submit a proposal for offering their line of available products that are commonly purchased by government agencies, cities, counties and educational entities.

- Awards will be made to the successful bidder(s) for the products submitted. (Unless bidder has submitted inappropriate items for the category. Those items will not be awarded.)
- Awarded contracts will be automatically renewed on the annual contract award date for two consecutive year terms (as listed in the original awarded contract), if sales have been successfully reported to TIPS and if both parties agree. (Exception: There are two categories: General Services; and Trades, Labor and Materials that will not have an automatic renewal. These categories will be rebid annually and will not be subject to a renewal.)
- TIPS reserves the right to award multiple vendors if vendors offer items that are unique or serve different geographic regions and have best value to TIPS participating entities.
- This proposal is requested for the benefit of the attached list of members and other new members as they execute Interlocal Agreements.

Member List: <http://www.tips-usa.com/assets/documents/docs/membership.pdf>

## Benefits of TIPS

- Provide government entities opportunities for greater efficiency and economy in acquiring goods and services through competitively bid vendor contracts.
- Provide comprehensive purchasing practices with the assurance of the most competitive contracts.
- Provide competitive priced solicitation and bulk purchasing for multiple government entities that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services by contracting with “high performance” vendors.

- Equalized purchasing power for smaller entities.
- Assist government entities in maintaining the essential controls for budget and accounting purposes.
- Maintain credibility and confidence in business procedures by maintaining open competition for purchases and by complying with purchasing laws and ethical business practices.
- Provide document retention for competitively bid process for all TIPS Awarded Contracts.

#### **Customer Service**

- TIPS staff is available to members for assistance in viewing/contacting awarded vendors for categories to make purchases and contract decisions.
- TIPS provides a way for government entities to avoid the time and expense of seeking competition for purchases on an agency-by-agency basis.
- TIPS enables vendors to become more efficient and competitive by reducing the number of bids and proposals that require responses to be made to individual districts.

#### **Financing of TIPS**

- The total cost of the TIPS program is funded through an administration fee paid to TIPS by the participating vendors. The fee is based on actual vendor invoiced sales. Fee schedule can be negotiated with winning bidder(s). The normal fee is 2%, but can be negotiated with the winning bidder.
- TIPS does not charge any fees to participating school districts or government entities.

#### **Purchasing Procedures**

- Contracts are established through open competition as described by the laws of the State of Texas and are available for piggy-back by other states. Purchase orders are issued by participating governmental entities directly to the Vendor or vendor assigned dealer. Purchase orders are sent to the TIPS office where they are reviewed and edited by the TIPS staff and forwarded to the Vendor within one working day.
- Vendors deliver goods/services directly to the participating agency and then invoice the participating agency. The Vendor receives payment directly from the participating agency.

It is the intention of TIPS to establish a contract to furnish and/or deliver **INTERNET AND NETWORK SECURITY**. Proposers are requested to submit a proposal for offering their total line of available products and services that are commonly purchased by governmental entities and school districts.

TIPS expects to contract with responsible vendor(s) to provide **INTERNET AND NETWORK SECURITY** to its members. The work includes installation, repair, rehabilitation and alteration services for a wide variety of colleges and universities, schools, cities, counties, healthcare and other government and non-profit agencies.

## **SCHEDULE OF AWARD OR RELATED EVENT:**

<b>Posting Date</b>	<b>Monday, November 2, 2015</b>
<b>Proposal Advertising</b>	<b>Monday, November 2, 2015 – Friday, December 11, 2015</b>
<b>Pre-Bid Meeting</b>	<b>Thursday, November 12, 2015</b>
<b>Proposal Deadline</b>	<b>Friday, December 11, 2015 at 3:00 PM CST</b>
<b>Proposal Opening</b>	<b>Friday, December 11, 2015 beginning at 3:01 PM</b>
<b>Proposals Review/Scoring</b>	<b>Monday, December 14, 2015 through January 20, 2016</b>
<b>Proposals Award</b>	<b>Thursday, January 21, 2016</b>
<b>Award Notifications</b>	<b>Begin posting to TIPS Website 1/22/2016</b> <b>Vendor may call for results after 1/22/2016</b> <b>Award letters will be made available online.</b> <b>Non Award letters will be mailed to vendors with No Awards.</b>

# Proposal Instructions

1. Only electronically sealed proposals are accepted. **Faxed or mailed proposals will not be accepted.**
2. Proposals must be submitted on any or all items, related to the category, unless stated otherwise. TIPS reserves the right to reject any or all proposals and to accept any proposal deemed most advantageous to the participants in TIPS and to waive any informality in the proposal process.
3. Deviations to any Terms, Conditions and/or Specifications shall be clearly noted in writing by the vendor and shall be included with the proposal.
4. Withdrawal of proposals will not be allowed for a period of 90 days following the opening unless approved by TIPS.
5. Addenda, if required, will be issued by TIPS to all those known to have received a complete set of RFP documents at least five working days prior to the opening. The vendor shall acknowledge on the Signature Form any addenda that have been received.

## **PROPOSAL FORMAT - BIDDERS PAY CLOSE ATTENTION TO DETAILS LISTED.**

All responses should be direct, concise, complete, and unambiguous. With regard to those items that cannot be answered in the affirmative, clearly explain the precise portion to which you disagree and why you disagree.

**Felony Conviction Notice (Required in Texas) -Notification of Criminal History** “A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony. A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract.” This notice is not required of a publicly held corporation. Texas Education Code § 44.034.

## **References**

The proposal response should contain a minimum of Three (3) references of customers you have served that would be considered eligible for membership in TIPS (i.e. K-12 School Districts, College/Universities, and/or City/County Government Entities). In addition to the name of the entity, a contact name and phone number shall be included. The references document must be downloaded from the “Attachments” section, completed and uploaded to the “Response Attachments” REFERENCES section.

## **Resellers/Dealers**

Vendors with Resellers/Dealers must download the Resellers/Dealers document from the “Attachments” section, complete and uploaded to the “Response Attachments” RESELLERS/DEALERS section.

**Vendor Certifications**

Vendor certifications will include applicable D/M/WBE, HUB and manufacturer certifications for sales and service (if applicable). Certificates must be scanned and uploaded to the "Response Attachments" D/M/WBE, HUB and/or ALL OTHER CERTIFICATES section.

**Bonding (If applicable)**

Bonding capabilities documentation must be scanned and uploaded to the "Response Attachments" BONDING section.

**Vendor Contract**

Vendor Contract must be downloaded from the "Attachments" section, completed and uploaded to the "Response Attachments" VENDOR CONTRACT section.

**Contract Signature Form**

Contract Signature Form must be downloaded from the "Attachments" section, completed, signed, scanned and uploaded to the "Response Attachments" CONTRACT SIGNATURE FORM section.

**Warranty (If applicable)**

Warranty documentation must be scanned and uploaded to the "Response Attachments" WARRANTY section.

**Protest Procedure**

If a vendor/proposer (vendor) desires to protest a decision by TIPS, the vendor must follow the following process:

[http://www.tips-usa.com/assets/documents/docs/letters/Protest\\_Procedures\\_for\\_Vendor.pdf](http://www.tips-usa.com/assets/documents/docs/letters/Protest_Procedures_for_Vendor.pdf)

**Supplementary Catalogs and Information (If applicable)**

Supplementary Catalogs and Information documentation must be scanned and uploaded to the "Response Attachments" SUPPLEMENTARY section.

**AWARD OF CONTRACT TO NONRESIDENT BIDDER** - "A governmental entity may not award a governmental contract to a nonresident bidder unless the nonresident underbids the lowest bid submitted by a responsible resident bidder by an amount that is not less than the amount by which a resident bidder would be required to underbid the nonresident bidder to obtain a comparable contract in the state in which the nonresident's principal place of business is located." *Texas Government Code § 2252.002.*

**Pre-Bid Meeting (Not Mandatory)**

Where:           Region 8 Education Service Center  
                    4845 U.S. Highway 271 North, Pittsburg, Texas 75686  
                    TIPS Board Room  
Date:            Thursday, November 12, 2015  
Time:            9:00 AM CST

Agenda:       TIPS Overview  
                  TIPS eBid System  
                  RFP Overview  
                  Questions and Answers  
                  Tour of TIPS Facility

# Proposal Scoring

## Scoring of Proposal: Criteria and Relative Weights

A Review Committee will evaluate and score all proposals. Recommendations for award of contracts will be made to the Region 8 Education Service Center Board of Directors. Awards will be granted or denied at the monthly stated meeting of the Region 8 ESC Board of Directors. TIPS will base a recommendation for contract award on several factors. The factors which will be considered are weighted points in each area as follows:

1. **Purchase price.** (Pricing factors as determined by TIPS using a market basket study of randomly selected items.) (30%)
2. **Reputation** of the vendor and the vendor's goods or services. References may be contacted. (10%)
3. **Quality** of the vendor's goods or services. (Including quantity of line items available that are commonly purchased by the entity and electronic on-line catalog, order entry use by and suitability for the entity's needs and quality of catalog(s) for use by entity's employees that do not have electronic access.) (10%)
4. Extent to which the goods or services **meet criteria** outlined in RFP category submitted. (15%)
5. Vendor's **past relationship** with TIPS. (15%)
6. The total **long-term cost** to TIPS to acquire the vendor's goods or services. Length of price guaranty. (10%)
7. **Delivery time** to the member entity for goods/services. (10%)
8. **HUB** The impact on the ability of the TIPS to comply with laws and rules relating to historically underutilized businesses; Considered but because there are no set aside and a response will not impact our ability to comply with laws and rules relating to historically underutilized businesses, a weight of 0% is given to this criteria.

**BIDDERS FALLING BELOW AN 80% THRESHOLD WILL NOT BE CONSIDERED FOR AN AWARD.**



# SAMPLE SCORING GRID

## The Interlocal Purchasing System (TIPS) Bid Criteria and Relative Weights

**BID CATEGORY: Appropriate Category will be listed here.**

**THIS PAGE WILL BE COMPLETED BY TIPS REVIEW COMMITTEE)**

Company Name	Purchase Price	Vendor Reputation	Quality of Goods	Meets Criteria	Past Relationship	Long-Term Cost	Delivery Time	Total Points Scored
1.								
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								

\_\_\_\_\_  
TIPS Authorized Review Representative Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Approved by Region VIII ESC Board of Directors

\_\_\_\_\_  
Date

---

**RFP- INTERNET and NETWORK SECURITY – Due December 11, 2015 at 3:00 P.M.**

## Specifications and Pricing

Specifications may be those developed by TIPS and its participants or by the Manufacturer to represent items of regularly manufactured products. TIPS specifications have been developed by TIPS to indicate minimal standards as to the usage, materials and contents based on their needs. Manufacturer’s specifications (Design Guides), when used by TIPS, are to be considered informative to give the vendor information as to the type and kind requested. Proposals on any reputable manufacturers regularly produced product of such items similar and substantially equivalent will be considered.

### Specifications and Pricing – INTERNET AND NETWORK SECURITY

Vendors should submit all equipment related to INTERNET AND NETWORK SECURITY. Bidder should submit all applicable products for all types of INTERNET AND NETWORK SECURITY. Including, but not limited to all services, installations, parts, supplies, systems, and equipment for Internet and Network Security should have pricing listed. Cost plus or discount off but TIPS must be able to verify cost. Vendor may reference a website for msrp and give a discount.

See descriptive information below.

Requirements	Fully Comply (Y/N)	Comments
Must have single client, <b>single engine</b> for complete endpoint protection, including anti-virus, anti-spyware, HIPS, Buffer Overflow Protection and application control.		
All identities for known malware, unknown malware, applications, HIPS must be automatically created and maintained by vendor		
Must have ability for targeted remote cleanup and authorization capability with real-time visibility of Malware and Potentially Unwanted Applications		
Single console, single policy for protection on Windows, Mac OS and Linux		
Management console must have a <b>real-time</b> compliance status and security dashboard		
Telephone, email, and Web Technical Support must be unlimited 24x7x365 and provided “in house” by manufacturer and not outsourced at no additional charge. (Please List in comments section where ALL tech support offices or call centers are located)		
All client “version upgrades” must be automated.		
All Labs must be able to publish updates and must be integrated Virus, Spam, Adware, application, labs.		
All Updates must be QA’ed before published		

Updates must be lightweight and cross-platform, ie: Macs, Linux, Windows must be updated by same update files.		
Faculty and Staff must be able to take home the standalone client at no additional charge		

**Email Solutions**

Proposed Solution must meet the following criteria.

Email Appliance Requirements

Requirements	Fully Comply (Y/N)	Comments
Manufacture must monitor appliances remotely for the following at no additional cost: Process health, Threat and Spam definitions, System software, power supply health, system fans, CPU health, system temperature, hard drives, mirroring.		
Secure, on-demand, remote assistance from support engineers must be made available 24x7x365 at no additional cost		
Warranty on hardware must be an Advanced Replacement warranty where manufacture will automatically overnight failed equipment.		

Email Software Requirements

Requirements	Fully Comply (Y/N)	Comments
Groupware protection against Malware and Spam must be inclusive with Gateway licensing at no additional cost.		
Engine Must scan for Reputation, advanced heuristics, message and attachment fingerprinting, keyword analysis, URL detection		
Solutions must update above information at least every 5 minutes		
Solutions must have a “real-time” look up of Spam and malware information built in to the solution at no additional cost		
Solution must be capable of monitoring content and scanning attachments for keywords.		
Telephone, email, and Web Technical Support must be unlimited 24x7x365 and provided “in house” by manufacturer and not outsourced at no additional charge. (Please List in comments section where ALL tech support offices or call centers are located)		
Solutions Must support Windows, Linux, Unix, Notes platforms		

**Web Security Solutions**

Proposed Solution must meet the following criteria.

Requirements	Fully Comply (Y/N)	Comments
Solution Must be capable of enforcing browsing policies to prevent material deemed inappropriate by CIPA from entering district from the internet		
Solution must secure web traffic against spyware, viruses, adware and other potentially unwanted applications with a single scanning engine		
Must update proxy site, anonymizer, Malware, application, and URL category information a minimum every 5 minutes		
Must inspect both requests and responses for malicious content, unwanted applications and acceptable use compliance per CIPA.		
Engine must scan pre-execution to determine if code is a known piece of malware, malware variant, and category of malware.		
Solution Must Keep internal IP addresses invisible with an onboard proxy		
All security and category information must be updated automatically.		
Must block downloads of potentially unwanted applications, including dialers, remote administration tools and system monitors, executables, streaming media, and ActiveX controls.		
Powerful Policy authoring tools must be made available from a GUI with-out needing Command Line.		
Telephone, email, and Web Technical Support must be unlimited 24x7x365 and provided “in house” by manufacturer and not outsourced at no additional charge. (Please List in comments section where ALL tech support offices or call centers are located)		

**Additional Services:**

Bidder should list in the excel spreadsheet all related supplies, equipment, services, installation, repair, maintenance, and hourly fee according to category offered on this contract. Offering must be related to this category. No inappropriate offerings will be considered.

The Contractor shall furnish all necessary labor, materials, tools, supplies, equipment, transportation, supervision, management and shall perform all operations necessary and required for services. All work shall be performed in accordance with the requirements set forth in the resulting contract and each mutually agreed upon work request or purchase order issued by TIPS participating members.

Pricing document must be downloaded from the "Attachments" section, completed and uploaded to the "Response Attachments" PRICING section.