PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting: **September 19, 2023**

Bid No. 21-257-56 PB RN   **Bid Title:** Cyber Security Solutions and Associated Products & Services

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Recommend approval of this agenda item under the specific category below:

☐ Lowest Bid(s)   ☐ Request for Proposal(s)   ☐ Low Bid(s) Meeting Specification   ☐ Rejection/Cancellation
☐ Revised Award   ☒ Renewal of Contract   ☐ Sole Source   ☐ Re-Award (Partial/Whole)
☐ Bid Termination   ☐ Revisions/Amendments to Bid   ☐ Bid Extension   ☐ Emergency
☒ Piggyback Cooperative

Bid Contract Period: 10/01/2023 through 09/30/2024   ☐ N/A – One Time Purchase

Contract Type: ☐ Estimated   ☐ Firm, Fixed   ☐ Firm, Fixed   ☒ Firm, Fixed Unit Prices,
                         Dollar Amount   Dollar Amount   Unit Prices   Hourly Rates, Fees and/or
                                                                                        Percentages

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Renewal Options:	No. of Terms Remaining	☐ Length of Each Term (month)	☒ Length of Each Term (year)	☐ None
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Rationale/Reason: Renewal of the Piggyback of Omnia Partners through Region 4 Education Service Center #R200802, *Cyber Security Solutions and Associated Products & Services*, awarded to Iron Bow Technologies, LLC. Hernando County School District Bid #21-257-56 PB RN has been assigned for internal tracking purposes.

Bidders Electronically Downloaded From Public Purchase Website: n/a	Bids Received:	No Bids:	Late Bids:	Rejected Bids:	☒ N/A – Bids Not Required: Piggyback

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Submitted By: Neil McDonald   **School(s):** District Wide
                    Director of Purchasing & Warehousing

Requested By: Brandon DeRespiris   **Department(s):** Office of Safe Schools
                    Director of Safe Schools

Recommended award, description of items and prices: (See attached)

T/C CODE: 2156

Offeror Company Name	Iron Bow Technologies			
Name of Solicitation	20-08 Cyber Security Solutions and Associated Products Services			
Date	July 14, 2020			

Manufacturer part #	Description	List Price	Discount	Net price (including freight)
Cisco				
AMP4E-CL-SUB	AMP for Endpoints Cloud subscription	$0.00	36%	$0.00
AMP4E-CL-LIC	AMP for Endpoints Cloud subscription	$15,840.00	36%	$10,137.60
SVS-AMPE-SUP-B	Cisco AMP for Endpoints Basic SW Service	$0.00	36%	$0.00
UMBRELLA-SUB	Umbrella Cloud Security Subscription	$0.00	36%	$0.00
UMB-PROFESSIONAL	Umbrella Professional	$4,296.00	36%	$2,749.44
UMB-APP-DISC	Umbrella App Discovery for Professional	$996.00	36%	$637.44
UMB-SUPT-G	Umbrella Support - Gold	$2,520.00	36%	$1,612.80
CLOUDLOCK-SUB	Cloudlock CASB Security Subscription	$0.00	36%	$0.00
SVS-CLDLK-SUPT-B	Cloudlock Support- Basic	$0.00	36%	$0.00
CLDLK-PLAT-3	Cloudlock Subscription for 3 Cloud Services	$8,004.00	36%	$5,122.56
CLDLK-APP-GOOGLE	Cloudlock for Google	$0.00	36%	$0.00
CLDLK-APP-BOX	Cloudlock for Box	$0.00	36%	$0.00
CLDLK-APP-O365	Cloudlock for Microsoft Office365	$0.00	36%	$0.00
R-ISE-VMS-K9=	Cisco ISE Virtual Machine Small	$6,700.00	36%	$4,288.00
CON-ECMUS-RISEV9SM	SOLN SUPP SWSS Cisco ISE Virtual Machine Small	$1,608.00	36%	$1,029.12
R-ISE-VMM-K9=	Cisco ISE Virtual Machine Medium	$12,600.00	36%	$8,064.00
CON-ECMUS-RVISEVM9	SOLN SUPP SWSS Cisco ISE Virtual Machine Medium	$3,024.00	36%	$1,935.36
L-ISE-TACACS-ND=	Cisco ISE Device Admin Node License	$10,000.00	36%	$6,400.00
L-ISE-BSE-PLIC	Cisco ISE Base License	$0.00	36%	$0.00
L-ISE-PLS-LIC=	Cisco ISE Plus License	$0.00	36%	$0.00
L-ISE-APX-LIC=	Cisco ISE Apex License	$0.00	36%	$0.00
FPR1010-NGFW-K9	Cisco Firepower 1010 NGFW Appliance, Desktop	$1,195.00	36%	$764.80
CON-SSSNT-FPR1010N	SOLN SUPP 8X5XNBD Cisco Firepower 1010 NGFW Appliance, Des	$134.00	36%	$85.76
FPR2110-FTD-HA-BUN	Cissco Firepower 2110 Threat Defense Chss,Subs HA Bundle	$0.00	36%	$0.00
FPR4110-FTD-HA-BUN	Cisco Firepower 4110 Threat Defense Chss,Subs HA Bundle	$0.00	36%	$0.00
FPR9K-FTD-BUN	Cisco FPR9300 FTD Bundles for Security Modules	$0.00	36%	$0.00
FS-VMW-2-SW-K9	Cisco Firepower Management Center,(VMWare) for 2 devices	$500.00	36%	$320.00
CON-ECMUS-VMWSW2	SOLN SUPP SWSS Cisco Firepower Management Center,(VMWare) fo	$120.00	36%	$76.80
FS-VMW-10-SW-K9	Cisco Firepower Management Center,(VMWare) for 10 devices	$2,000.00	36%	$1,280.00
CON-ECMUS-VMWSW10	SOLN SUPP SWSS Cisco Firepower Management Center,(VMWare) fo	$480.00	36%	$307.20
FS-VMW-SW-K9	Cisco Firepower Management Center, (VMWare) for 25 devices	$10,795.00	36%	$6,908.80
CON-ECMUS-VMW	SOLN SUPP SWSS Cisco Firepower Management Center, (VMWare) f	$2,159.00	36%	$1,381.76
ST-FR-BUN	Cisco Stealthwatch Flow Rate Bundle	$0.00	36%	$0.00
L-ST-FR-LIC=	Cisco Stealthwatch Flow Rate License	$0.00	36%	$0.00
L-ST-FR-3Y-S1	Cisco Stealthwatch Flow Rate 3 YR Subs, 100-499	$9,639.00	36%	$6,168.96
L-ST-SMC-VE-K9	Cisco Stealthwatch Management Console Virtual Edition	$0.00	36%	$0.00
L-ST-FC-VE-K9	Cisco Stealthwatch Flow Collector Virtual Edition	$0.00	36%	$0.00
ST-CL-SUB	Cisco Stealthwatch Cloud XaaS Subscription	$0.00	36%	$0.00
SVS-ST-CL-SUPT-BAS	Basic Support for Stealthwatch Cloud	$0.00	36%	$0.00
ST-CL-PNM	Stealthwatch Cloud Pvt Network Monitoring for Endpoint	$27,000.00	36%	$17,280.00
ST-CL-SUB	Cisco Stealthwatch Cloud XaaS Subscription	$0.00	36%	$0.00
SVS-ST-CL-SUPT-BAS	Basic Support for Stealthwatch Cloud	$0.00	36%	$0.00
ST-CL-PCM	Stealthwatch Cloud Public Monitoring, Eff Mega Flows (EMF)	$25,164.00	36%	$16,104.96
L-AC-APX-LIC=	Cisco AnyConnect Apex Term License, Total Authorized Users	$0.00	36%	$0.00
L-AC-APX-1Y-S2	Cisco AnyConnect Apex License, 1YR, 100-249 Users	$1,000.00	36%	$640.00
Tanium				
TAN-CORE-S	Tanium Core Platform - Subscription	$121,250.00	24%	$92,150.00
TAN-ASSET-S	Tanium Asset - Subscription	$24,250.00	24%	$18,430.00
TAN-PTCH2-S	Tanium Patch 2 - Subscription	$36,250.00	24%	$27,550.00
TAN-DEPLOY-S	Tanium Deploy - Subscription	$36,250.00	24%	$27,550.00
TAN-DISC-S	Tanium Discover - Subscription	$24,250.00	24%	$18,430.00
TANPERFORMANCES	Tanium Performance - Subscription	$36,250.00	24%	$27,550.00
TAN-COMP-S	Tanium Comply - Subscription	$36,250.00	24%	$27,550.00
TAN-IM-S	Tanium IM - Subscription	$36,250.00	24%	$27,550.00
TAN-REVEAL-S	Tanium Reveal - Subscription	$35,000.00	24%	$26,600.00
TAN-PROT2-S	Tanium Protect 2 - Subscription	$32,500.00	24%	$24,700.00
TAN-TR-S	Tanium Threat Response - Subscription	$95,000.00	24%	$72,200.00
Tenable				
TIOVM	Tenable.io Vulnerability Management	$17,500.00	31%	$12,075.00
QSS-RMT-TIO-VM	Quick Start Remote Implementation for Tenable.io VM	$6,000.00	2%	$5,880.00
TRG-VCS-TIO-VM	2 Day Virtual Seat - Tenable.io Asset and Vulnerability Management Training	$2,000.00	2%	$1,960.00
TIOVM-STNDC	Standard Tenable.io Vulnerability Management Container	$0.00	0%	$0.00
TIO-PCI-ASV	Tenable.io PCI ASV	$1,182.53	31%	$815.95
TLUM	Tenable Lumin	$8,750.00	31%	$6,037.50
TIO-CSI	Tenable.io Container Security	$9,589.50	31%	$6,616.76
TIO-WAS	Tenable.io Web Application Scanning	$3,578.02	16%	$3,005.54
Attack-IQ				
AIQ-CLDMGT-1YR	AttackIQ Cloud Management Single Tenancy. Access to complete content scenario library and MITRE ATT&CK TTPs. 12 Month Subscription.	$70,000.00	34%	$46,200.00
AIQBASETP-1YR	AttackIQ Test Point License (Linux Windows Mac). 12Month Subscription. Minimum purchase of 10 Test Points.	$4,000.00	34%	$2,640.00
AIQSP50TP-1YR	AttackIQ Starter-Pack bundle. Cloud Management Tenancy plus 50 Test Points (Linux Windows Mac). 12 Month Subscription.	$185,000.00	34%	$122,100.00
AIQ-CLDMGT-1YR	AttackIQ Cloud Management Single Tenancy. Access to complete content scenario library and MITRE ATT&CK TTPs. 12 Month Subscription.	$70,000.00	34%	$46,200.00
AIQ1000TP-1YR	AttackIQ Test Point Enterprise License Agreement (ELA) for up to 1000 Test Points (Linux Windows Mac). 12 Month Subscription.	$250,000.00	34%	$165,000.00

Labor Category	Hourly Rate
Business Systems / Process Analyst 1	$ 72.51
Business Systems / Process Analyst 2	$ 85.46
Business Systems / Process Analyst 3	$ 126.34
Business Systems / Process Analyst 4	$ 153.49
Business Systems Programmer/Program Analyst 1	$ 72.51
Business Systems Programmer/Program Analyst 2	$ 104.22
Business Systems Programmer/Program Analyst 3	$ 126.34
Business Systems Programmer/Program Analyst 4	$ 153.49
Configuration Analyst 1	$ 72.34
Configuration Analyst 2	$ 94.73
Configuration Analyst 3	$ 148.96
Configuration Analyst 4	$ 234.51
Communications Specialist 1	$ 57.61
Communications Specialist 2	$ 73.18
Communications Specialist 3	$ 107.80
Communications Specialist 4	$ 153.68
Engineer Level 1	$ 189.72
Engineer Level 2	$ 236.23
Engineer Level 3	$ 301.82
Engineer Level 4	$ 377.28
Engineer Level 5	$ 420.05
Help Desk Specialist 1	$ 53.99
Help Desk Specialist 2	$ 63.58
Help Desk Specialist 3	$ 72.51
Help Desk Specialist 4	$ 88.69
Multimedia Specialist 1	$ 85.09
Multimedia Specialist 2	$ 101.78
Multimedia Specialist 3	$ 120.31
Multimedia Specialist 4	$ 141.96
Project Leader Level 1	$ 123.27
Project Leader Level 2	$ 138.04
Project Leader Level 3	$ 154.62
Project Leader Level 4	$ 173.18
Project Leader Level 5	$ 193.95
Project Manager Level 1	$ 215.61
Project Manager Level 2	$ 242.47
Project Manager Level 3	$ 268.65
Project Manager Level 4	$ 301.82
Project Manager Level 5	$ 336.31
Production Specialist 1	$ 88.69
Production Specialist 2	$ 141.59
Production Specialist 3	$ 226.18
Production Specialist 4	$ 361.12
Project Support Specialist Level 1	$ 84.19
Project Support Specialist Level 2	$ 104.00
Project Support Specialist Level 3	$ 119.99

Labor Category	Hourly Rate
Quality Assurance Engineer 1	$ 101.14
Quality Assurance Engineer 2	$ 127.35
Quality Assurance Engineer 3	$ 140.35
Quality Assurance Engineer 4	$ 181.88
Subject Matter Expert Level 1	$ 483.76
Subject Matter Expert Level 2	$ 569.16
Systems Administrator 1	$ 56.68
Systems Administrator 2	$ 63.58
Systems Administrator 3	$ 72.51
Systems Administrator 4	$ 85.46
Technician Level 1	$ 102.49
Technician Level 2	$ 112.18
Technician Level 3	$ 134.24
Technician Level 4	$ 160.51
Task Support Generalist Level 1	$ 27.80
Task Support Generalist Level 2	$ 34.73
Task Support Generalist Level 3	$ 43.41
Task Support Generalist Level 4	$ 54.26
Task Support Generalist Level 5	$ 67.88
Task Support Generalist Level 6	$ 84.80
Technical Support Specialist Level 1	$ 143.01
Technical Support Specialist Level 2	$ 176.70
Technical Support Specialist Level 3	$ 210.35
Technical Support Specialist Level 4	$ 251.78
Test Engineer 1	$ 62.27
Test Engineer 2	$ 79.19
Test Engineer 3	$ 96.19
Test Engineer 4	$ 114.81
Technical Writer 1	$ 85.09
Technical Writer 2	$ 101.78
Technical Writer 3	$ 127.97
Technical Writer 4	$ 152.92

Cisco Products

Product Category	Discount off List
Hardware/Software	36%
Cisco Market	10%
Learning Credits	0%
Technical and Maintenance Services (SKU)	8%
Advanced Technical Services (SOW)	0%
SMARTnet	8%

Other Products

Product Category	Description	Discount off List
Cabling	Cables	8.5%
Cloud	Cloud	1.0%
Imaging and Displays	Displays	1.5%
	Display Accessories	3.5%
	Projectors	3.2%
	Projector Accessories	3.2%
	Imaging Digital Cameras	3.0%
	Imaging Camcorders	3.8%
	Imaging Scanners	2.9%
	Imaging Accessories	5.0%
Printing/Imaging	Memory Printer/Fax	3.5%
	Printers	1.5%
	Multi-function	1.9%
	Fax Machine	1.9%
	Printers Wide Format	1.0%
	Printers Label	3.5%
	Printer Consumables	3.9%
	Cables Printer	7.0%
	Printer Accessories	3.5%
	POS Scanners	3.5%
	POS Displays	3.8%
	POS Accessories	4.0%
Servers & Data Center	Memory Server	4.0%
	Servers 1 Processor	3.0%
	Servers 2 Processor	2.3%
	Servers 4+ Processor	2.4%
	Servers Tower	2.4%
	Servers Blade	2.8%
	Server Accessories	2.9%
	Servers Unix	2.0%
Personal Computing	Modems	3.0%
	Notebook Batteries	3.0%
	System Components	3.5%
	Keyboards & Mice	2.0%
	Desktops	0.5%
	Destop Accessories	5.0%
	Notebooks	1.3%
	Notebook Accessories	3.8%
	Handhelds	2.8%
	Handheld Accessories	5.4%
	Mobile Phones	0.0%

Product Category	Description	Discount off List
	Mobile Phone Accessories	0.0%
	Memory Desktop/Notebook/Flash	4.3%
Power Related	Power UPS	1.3%
	Power Surge Protectors	5.5%
	Power Data Center	3.0%
	Power Accessories	4.5%
Networking	Memory Networking	4.0%
	Network Video	2.8%
	Wireless LAN Accessories	3.0%
	Wireless Accessories	3.4%
	Repeaters & Transceivers	2.7%
	10/100 Hubs & Switches	1.5%
	Gigabit Hubs & Switches	2.5%
	KVM	4.0%
	Bridges & Routers	2.5%
	Intrusion Detection	3.0%
	Hardware Firewalls	2.7%
	Telephony	2.0%
	Network Adaptors	3.0%
	Network Accessories	4.5%
	Network Warranties	2.8%
	Network Communication	3.0%
	Network Testing Equipment	2.3%
Sku'd Services	Service Parts	3.5%
	Miscellaneous Solutions	0.7%
	Service Charge	0.7%
	Managed Services	0.7%
	Lab Fees	0.7%
	PC Lab Order Service	0.7%
	Internal Lab Service	0.7%
	Advanced Integration	0.7%
	Electronic Services	0.7%
	Asset Disposal	0.7%
	Asset Management	0.7%
Training	Training	0.7%
Warranties	Warranties Physical/Electronic/Complex	1.5%
	IronCare	1.5%
Storage & Data Management	Hard Disks Fibre Channel	2.7%
	Hard Disks IDE/ATA/SAT	6.0%
	Hard Disks Notebook	2.8%
	Hard Disks SCSI	2.5%
	Hard Disks External	2.7%
	Disk Arrays	2.8%
	Disk Arrays JBOD	2.8%
	Drives Removable Disk	3.5%
	Tape Drives DLT	3.0%
	Tape Drives DAT	2.8%
	Drives Magneto-Optic	2.7%
	Tape Drives SDLT	2.7%
	Tape Drives LTO/Ultra	3.0%
	Tape Drives Travan	2.8%

Product Category	Description	Discount off List
	Tape Drives 4mm	2.8%
	Tape Drives 8mm/VXA	4.5%
	Tape Drives AIT	2.5%
	Tape Autoloaders DLT	2.5%
	Tape Autoloaders DAT	2.5%
	Tape Autoloaders LTO	2.5%
	Tape Autoloaders AIT	2.5%
	Optical Drives CD-ROM	2.5%
	Optical Drives CD-RW	2.7%
	Optical Drives DVD/CD	0.3%
	Optical Drives DVD-R	3.0%
	Adapters Fibre Channel	2.8%
	Adapters FireWire/US	2.5%
	Adapters IDE/ATA/SAT	1.0%
	Adapters RAID	3.2%
	Adapters SCSI	2.5%
	Storage NAS	0.3%
	Storage SAN	2.3%
	Storage Accessories	2.7%
	Media 4mm Tape	3.2%
	Media AIT Tape	4.5%
	Media Optical	4.5%
	Media DAT Tape	4.5%
	Media DLT Tape	4.7%
	Media LTO/Ultrium Tape	4.2%
	Media Magneto-Optical	4.2%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
	Media VXA Tape	4.0%
	Media Zip	4.0%
Software	Software Computer Security	2.8%
	Software Backup	2.8%
	Software Financial	2.8%
	Software Spreadsheet	2.8%
	Software Business Application	2.8%
	Software Personal Organization	2.8%
	Software Cloning	2.8%
	Software Report Analysis	2.8%
	Software Handheld	2.8%
	Software Flow Chart	2.8%
	Software Word Processing	2.8%
	Software Barcode/OCR	2.8%
	Software CAD/CAM	2.8%
	Software Database	2.8%
	Software Web Development	2.8%
	Software Development	2.8%
	Software Collaboration	2.8%
	Software Graphic Design	2.8%
	Software Virtualization	2.8%
	Sfotware Network OS	2.8%
	Software OS	2.8%

Product Category	Description	Discount off List
	Software Reference	2.8%
	Software Warranties	2.8%
	Software Utilities	2.8%
	Licensing computer Security	2.0%
	Licensing Backup	2.0%
	Licensing Financial	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Business Application	2.0%
	Licensing Personal Organization	2.0%
	Licensing Cloning	2.0%
	Licensing Report Analysis	2.0%
	Licensing Handheld	2.0%
	Licensing Flow Chart	2.0%
	Licensing Word Processing	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Database	2.0%
	Licensing Web Development	2.0%
	Licensing Development	2.0%
	Licensing Collaboration	2.0%
	Licensing Graphic Design	2.0%
	Licensing Virtualization	2.0%
	Licensing Network OS	2.0%
	Licensing OS	2.0%
	Licensing Reference	2.0%
	Licenging Warranties	2.0%
	Licensing Utilities	2.0%