

MOBILE COUNTY PUBLIC SCHOOL SYSTEM (MCPSS) REQUEST FOR PROPOSAL (RFP)
MANAGED DETECTION AND RESPONSE (MDR) SOLUTION (AS NEEDED BASIS)
BID OPENING DATE & TIME: JUNE 23, 2025 @ 10:00 AM (CST)
BID NUMBER: 25-28

BID RESPONSE FORM - PRICE PROPOSAL - MANAGED DETECTION AND RESPONSE (MDR) SOLUTION

Vendors must separate pricing for CPP eligible and ineligible products/services.

Item 1: MANAGED DETECTION AND RESPONSE (MDR) SOLUTION

Item Number	Model Number	Description	Quantity	Bidder	Discount % off List Price	Unit Cost (After discount)	Total Cost (after discount)	Specify % CPP Eligible
1.3	AW-MDR-AZS or Equal	Arctic Wolf MDR Azure server license or approved equal	1	C Spire	10%	\$158.95	\$158.95	100%
ALT. 1	SP-PROSOC-BUN	Proficio Solutions Plus -Bundle	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 2	SP-PROSOC-BUN	Proficio Solutions Plus -Bundle	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 3	SP-PROSOC-BUN	Proficio Solutions Plus -Bundle	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 4	SP-PROSOC-BUN	Proficio Solutions Plus -Bundle	1	*C Spire	64%	\$0.00	\$0.00	100%
1.4	AW-MDR-LTDUSER or Equal	Arctic Wolf MDR limited user license or approved qual	500	C Spire	10%	\$15.90	\$7,950.00	100%
ALT. 1	XDR-SEC-SUB	Cisco XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 2	XDR-SEC-SUB	Cisco XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT.3	XDR-SEC-SUB	Cisco XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 4	XDR-SEC-SUB	Cisco XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
1.5	AW-MDR-90DAY OR Equal	Arctic Wolf MDR Log Retention - 90 days or approved equal	6221	C Spire	10%	\$0.00	\$0.00	100%
ALT. 1	XDR-ADV	Cisco XDR Adv. Tier Subscription	5700	*C Spire	64%	\$56.08	\$319,656.00	100%
ALT. 2	XDR-ADV	Cisco XDR Adv. Tier Subscription	5700	*C Spire	64%	\$56.08	\$319,656.00	100%
ALT. 3	XDR-ADV	Cisco XDR Adv. Tier Subscription	5700	*C Spire	66%	\$143.17	\$816,069.00	100%
ALT. 4	XDR-ADV	Cisco XDR Adv. Tier Subscription	5700	*C Spire	66%	\$143.17	\$816,069.00	100%

Item Number	Model Number	Description	Quantity	Bidder	Discount % off List Price	Unit Cost (After discount)	Total Cost (after discount)	Specify % CPP Eligible
1.6	AW-MDR-10XX-S-10GFNB or Equal	Arctic Wolf 1000 Series Sensor - 4 x 10G Multi-Mode Fiber LC Connectors Non - Bypass or approved equal	3	C Spire	10%	\$10,596.40	\$31,789.20	100%
ALT. 1	SVS-XDR-SUP-E	Enhanced Support Serv. for XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 2	SVS-XDR-SUP-E	Enhanced Support Serv. for XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 3	SVS-XDR-SUP-E	Enhanced Support Serv. for XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 4	SVS-XDR-SUP-E	Enhanced Support Serv. for XDR	1	*C Spire	64%	\$0.00	\$0.00	100%
1.7	AW-MDR-STUDENT or Equal	Arctic Wolf MDR Student User License or approved equal	58000	C Spire	10%	\$21.20	\$1,229,600.00	100%
ALT. 1	SP-PROSOC-SUB	Proficio MDR SolutionsPlus	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 2	SP-PROSOC-SUB	Proficio MDR SolutionsPlus	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 3	SP-PROSOC-SUB	Proficio MDR SolutionsPlus	1	*C Spire	64%	\$0.00	\$0.00	100%
ALT. 4	SP-PROSOC-SUB	Proficio MDR SolutionsPlus	1	*C Spire	64%	\$0.00	\$0.00	100%
1.8	AW-IR-JSR or Equal	Arctic Wolf IR JumpStart Retainer or approved equal	1	C Spire	10%	\$5,298.21	\$5,298.21	100%
ALT. 1	PROSOC-MXDR	roSOC Managed XDR 24x7	5700	*C Spire	15%	\$41.11	\$234,327.00	100%
ALT. 2	PROSOC-MXDR-MEDR	ProSOC Managed XDR+EDR 24x7	5700	*C Spire	15%	\$60.38	\$344,166.00	100%
ALT. 3	PROSOC-MXDR	ProSOC Managed XDR 24x7	5700	* C Spire	15%	\$112.30	\$640,110.00	100%
ALT. 4	PROSOC-MXDR-MEDR	ProSOC Managed XDR+EDR 24x7	5700	*C Spire	15%	\$164.63	\$938,391.00	100%

Item Number	Model Number	Description	Quantity	Bidder	Discount % off List Price	Unit Cost (After discount)	Total Cost (after discount)	Specify % CPP Eligible
1.9	AW-PLATFORM-BASE or Equal	Arctic Wolf Platform - Base Platform or approved equal	1	C Spire	10%	\$15,894.61	\$15,894.61	100%
ALT. 1	PROSOC-MXDR-OB-T2	ProSOC-Onboarding of managed XDR for 1000-9999 users	1	*C Spire	15%	\$12,263.80	\$12,263.80	100%
ALT. 2	PROSOC-MX-ME-OB-T2	ProSOC-Onboarding of managed XDR+EDR for 1000-9999 users	1	*C Spire	15%	\$17,032.30	\$17,032.30	100%
ALT. 3	PROSOC-MXDR-OB-T2	ProSOC-Onboarding managed XDR for 1000-9999 users	1	*C Spire	15%	\$12,263.80	\$12,263.80	100%
ALT. 4	PROSOC-MXDR-OB-T2	ProSOC-Onboarding managed XDR for 1000-9999 users	1	*C Spire	15%	\$17,032.30	\$17,032.30	100%
1.10	AW-PLATFORM or Equal	Arctic Wolf Platform - Users and Servers or approved equal	6221	C Spire	10%	\$15.90	\$98,913.90	100%
ALT. 1	PROSOC-EOC-40HOURS	ProSOC-Expert On-Call Support for 40Hours-in	1	*C Spire	15%	\$12,117.60	\$12,117.60	100%
ALT. 2	PROSOC-EOC-40HOURS	ProSOC Expert On-Call Support for 40 Hours-in	1	*C Spire	15%	\$12,117.60	\$12,117.60	100%
ALT. 3	PROSOC-EOC-40HOURS	ProSOC Expert On-Call Support for 40 Hours-in	1	*C Spire	15%	\$12,117.60	\$12,117.60	100%
ALT 4	PROSOC-EOC-40HOURS	ProSOC Expert On-Call Support for 40 Hours-in	1	*C Spire	15%	\$12,117.60	\$12,117.60	100%
1.11	AW-MR-USER or Equal	Arctic Wolf Managed Risk user license or approved equal	6000	C Spire	10%	\$158.95	\$953,700.00	100%

Item Number	Model Number	Description	Quantity	Bidder	Discount % off List Price	Unit Cost (After discount)	Total Cost (after discount)	Specify % CPP Eligible
1.12	AW-MR-SE or Equal	Arctic Wolf Managed Risk server license or approved equal	220	C Spire	10%	\$158.95	\$34,969.00	100%
Installation	Installation and configuration of the solution		1	C Spire	\$0.00	\$0.00	\$0.00	100%
ALT. 1			1	*C Spire	ProSOC	ProSOC	ProSOC	
ALT. 2			1	*C Spire	ProSOC	ProSOC	ProSOC	
ALT. 3			1	*C Spire	ProSOC	ProSOC	ProSOC	
ALT. 4			1	*C Spire	ProSOC	ProSOC	ProSOC	

Other Charges, if any: (Specify the charge and which service charges apply to)

TOTAL: MANAGED DETECTION AND RESPONSE (MDR) SOLUTION - ITEMS	C Spire (Artic Wolf)	\$2,378,273.87	100%
ALT. 1	1 Yr XDR Advantage - MDR Only w/Serv. *C Spire	\$578,364.40	100%
ALT. 2	1 Yr XDR Advantage - MDR & EDR w/Serv. *C Spire	\$692,971.90	100%
ALT. 3	3 Yr XDR Advantage - MDR Only w/Serv. *C Spire	\$1,480,560.40	100%
ALT. 4	3 Yr XDR Advantage - MDR & EDR w/Serv. *C Spire	\$1,783,609.90	100%

Specify Category of Service: Cybersecurity

Notes:

Comcast Business - Not Acceptable; is proposing an MDR solution that is priced differently than this sheet (submitted price on Services Sales Order). Comcast did not use the bid price sheet as required, also did not submit a USB drive and is considered to be non-responsive.

Concourse Tech - Not Acceptable; submitted a quote and did not use the bid price sheet as required and is considered to be non-responsive.

CMA Technology Solutions - Not Acceptable; submitted a quote, did not use the bid price sheet as required and is considered to be non-responsive.

e+ - Not Acceptable; e+ changed the bid item numbers on the bid sheet. The items quoted could not be evaluated against the bid items.

e+ did not list the installation as a line item on their price sheet and this was a line item on the bid price sheet.

e+ changed the (MDR) to (MOR) in several places on their bid price sheet. This bid is considered to be non-responsive.

C Spire - Not Acceptable; Alternate 5 was submitted on a quote instead of the bid price sheet. This alternate is considered to be non-responsive.

UncommonX - Not Acceptable; submitted an order form and did not use the bid price sheet as required. Also, did not submit USB drive and is considered to be non-responsive.

