

BESSEMER CITY BOARD OF EDUCATION
Antivirus Software
Request for Proposal (RFP)
BCS-2023-0501
Bid Opening Date: May 11th, 2023 at 5:30 p.m. (Central Time)

I. MISCELLANEOUS

- A. The Bessemer City School District (herein after referred to as “BCS” or the “District”) is seeking to purchase software to protect computer equipment (PCs and servers), as well as Google Workspace accounts.

All services and products referenced are listed to establish minimum specifications for this RFP. BCS will review and evaluate equivalent products submitted in response to this RFP. The District reserves the right to reject some, none, or all bid proposals if deemed necessary.

- B. Point of Contact: Gary Richardson, 1621 5th Avenue North, Bessemer, Alabama 35021. E-mail: g Richardson@bessk12.org

Submit inquiries **via email** to the contact person listed above by **May 1st, 2023**. In the subject line of the email, type “Questions” and the solicitation number: Questions, RFP# BCS-2023-0406-1, Antivirus Software. Questions received by this deadline and corresponding answers will be included in an Addendum and posted to our website at: <https://www.bessk12.org>. Questions received in any other manner will not be accepted.

- C. Any changes, additions, or modifications to the bid request and any questions, if received, and their answers (Q&A) related to this solicitation will be posted to the Bessemer City School’s web site <https://www.bessk12.org>. It is the responsibility of the vendor to check the website periodically and prior to submitting a bid for any changes to the bid request.

- D. **Sealed bids** must be submitted via U. S. Mail (in .doc or .pdf format) **on/before May 1st, 2023, at 4:00 p.m. (Central Time)**, at the Bessemer City Board Of Education, 1621 5th Avenue North, Bessemer, Alabama 35021.

The envelope/container must be marked “**BCS-2023-0406-1 Antivirus Software**” on the front and “**SEALED BID DO NOT OPEN**” on the seal. Mailed or hand delivered bids must be sent to **Attention: Patricia Stewart, Chief School Finance Officer** at the address listed above. **Electronic and/or faxed bids will not be accepted. Any late bids will not be opened or considered.**

Failure to provide the information requested in this RFP in the requested format is reason for disqualification and rejection, without consideration.

- E. Specifications are not intended to eliminate any reputable manufacturer, brand, or bidder. Reference to manufacturers, brand names, suppliers’ itemization numbers, specification of qualifications, etc. is intended to set quality and feature standards and does NOT exclude bids from others. Any bid containing the referenced products/services “or equivalent” will be accepted as long as quality and feature standards are met. When quoting equivalent products/services, the bidder must provide information substantiating the standards have been met.

- F. If a bid differs in any way from the bid specifications, the bidder must list the differences on the Bid Response Form in the Exceptions to Specifications and/or Comments section telling exactly where and how the bid deviates from said specifications. If no exceptions are listed on the bid, it will be presumed the bidder proposes to meet the specifications in every respect; and if awarded the contract, performance on this basis will be required.

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| <p>G. All vendors must complete and submit the Bid Response Form included with this document, as a minimum, for submitting their bid pricing and company information, as well as all other requested documentation.</p> <p>The vendor's bid may include additional quote pages in the vendor's preferred format. However, all pricing must be entered in the Bid Response Form, as a minimum, to enable the district to compare pricing from all bidders using the same form. Reference statements, such as "See Page XX," "Refer to Page XX," etc. should not be entered in the Bid Response Form.</p> <p>Prices shall be good for the length of this contract and any and all extensions.</p> |
| <p>H. It is the bidder's responsibility to comply with all local, state, and federal laws as they apply to this bid.</p> |
| <p>I. Bessemer City Schools are exempt from all sales and use taxes under the provisions of Title 40, Chapter 23, Section 4 (15), Code of Alabama, 1975.</p> |
| <p>J. Contracts over \$10,000 require compliance with Equal Employment Opportunity Regulations, The Clean Air Act, The Clean Water Act, and Environmental Protection Agency Regulations.</p> |
| <p>K. Bessemer City Board of Education is an equal educational opportunity agency and prohibits discrimination in any of its educational programs, including employment, on the basis of sex, race, religion, national origin, color, age or any handicapping condition. The Board of Education complies fully with the provisions of Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the appropriate Department of Education regulations.</p> |
| <p>L. The final awarding of this bid will be made by the Bessemer City Board of Education based on a recommendation from the Superintendent.</p> |
| <p>M. Bessemer City Board of Education reserves the right to reject any and all bid proposals, waive any technicalities, and award all or part of the contract in a manner that is in the best interest of Bessemer City Schools when deemed necessary.</p> |
| <p>N. Bessemer City Board of Education will review all proposals for service utilizing guidelines outlined by the Alabama State Bid Law and Bessemer City Schools purchasing policies.</p> |
| <p>O. Vendor must have been in continuous business for a minimum of 3 years.</p> |
| <p>P. In the event vendor equipment, software, materials, etc. are necessary to provide services, they must be compatible with existing equipment, software, material, etc. The school system should not be required to make any purchase of equipment, software, material, etc. to accept the vendors' services. If there are any compatibility issues between the existing equipment, software, etc., and the vendor's services these should be noted in the Bid Response Form Exceptions to Specifications and/or Comments section. Additionally, the vendor shall identify any equipment, software, materials, etc., (and its costs) that must be obtained by Bessemer City Schools before the vendor is able to provide the requested services. Additionally, identify any actions that must be taken by Bessemer City Schools.</p> |
| <p>Q. The Vendor and his representatives shall follow all applicable school district regulations while on Bessemer City Schools property, including the no smoking, no weapons, and drug free policies. No work shall interfere with school activities or environment unless permission is given by the Principal or person in charge. All Vendor personnel shall be easily identified by the use of prominently displayed identification badges and uniforms or shirts with The Vendor's logo clearly visible.</p> |
| <p>R. Prices shall be good for the length of this contract (including option years). The cost of adding endpoints or users to the contract during the contract term and any extensions will be charged according to the contracted rate.</p> |

S. Bessemer City Board of Education reserves the right to cancel the contract with the vendor for nonperformance at any time during the contract period. Nonperformance includes, but is not limited to, failure to supply good quality service, failure to provide services for the full term of the contract, installation performance, poor billing and customer service services, and failure to maintain status as an authorized representative of services.

T. This bid and any resulting contract does not restrict Bessemer City Schools from purchasing other equipment or software from other vendors.

U. All requirements specified in this RFP and the vendor's bid become part of any awarded contract.

II. REQUIREMENTS SPECIFICATIONS**A. Background and Basic Description of the Requirement:**

Bessemer City Schools is seeking a solution for protecting endpoint servers and workstations from virus / malware exploits, as well as email. We have recently moved to a Google Workspace environment, and would like to incorporate a solution to protect those emails and Drive accounts. Bessemer City Schools is currently seeking pricing for Trend Micro XDR including Cloud One Endpoint and Cloud App Security, or equivalent. The software should provide:

- 1) Endpoint protection – 1300 devices, including 12 Windows servers and 2 Linux servers
- 2) Email and Cloud Application protection – including Google Workplace, Office 365 and third-party email gateways for 1300 user accounts.
- 3) Functional protection capabilities:
 - a. High-fidelity machine learning (pre-execution and runtime)
 - b. Behavioral analysis (against scripts, injection, ransomware, memory, and browser attacks)
 - c. Web reputation
 - d. Exploit prevention (host firewall, exploit protection)
 - e. Command and control (C&C) blocking
 - f. Vulnerability protection
 - g. Application control
 - h. Data loss prevention (DLP)
 - i. Device control
 - j. Sandbox and breach detection integration
 - k. Inbound and internal phishing protection
 - l. Credential phishing detection with computer vision
 - m. Business Email Compromise (BEC) impersonation detection with writing style
- 4) Consolidated platform for detection, investigation and response (TM Vision One with 3000 credits or equivalent).
- 5) Optional Professional Services - outsourced cybersecurity monitoring to help discover, consolidate, and identify critical alerts and warnings and quickly act on threats. Targeted Attack Detection for qualified high risks with predictions of the attack's next move, premium support-case handling, and resolution, and incident response team support; cybersecurity monitoring 24/7/365 (TM Service One Complete or equivalent)

Bessemer City Schools is seeking pricing for one year, with optional pricing for 2- and 3-year contracts.

- B.** The district is seeking software only (not installation services). Bessemer City Schools expects to work with the vendor's technical support to implement the solution. If there are extra costs for online and remote installation support, please indicate.

III. BASIS OF AWARD

Bessemer City Schools will award a contract to the most cost effective provider who submits a complete and accurate submittal that meets the stated requirements. Price of the eligible products and services will be the primary factor, but not necessarily the sole factor, in evaluating the bids. Other factors of consideration may include but are not limited to functionality of products, long-term costs of licenses and warranties, prior experience of Vendor, including past performance, personnel qualifications, and technical excellence. Bessemer City Schools does not guarantee award of a contract and reserves the right to reject any and all bids.

These factors as well as others may be utilized in weighing the RFP responses as follows:

| Factor | Weight |
|------------------------------|---------------|
| Price of Eligible Products | 45% |
| Quality of Proposed Solution | 40% |
| Vendor Qualifications | 15% |
| TOTAL | 100% |

Bessemer City School may elect to award all, some or none of the services contained in this request for proposal. Furthermore, while it is preferred that all services be integrated by a single integrating vendor, Bessemer City School may award more than one contract if it is in the best interest of the district.

IV. REQUIRED CONTENTS OF BID AND ATTACHMENTS

- a. Description of included product licensing and warranty (length of warranty, available Technical Support plans, and licensing).
- b. Completed & Signed Bid Response Form (All pages)
- c. **A copy of the proposed contract.**

Failure to provide the requested information in the specified manner may be a basis for disqualifying the bid and causing the bid to be thrown out without consideration.

BESSEMER CITY BOARD OF EDUCATION
Antivirus Software
Request for Proposal (RFP)
BCS-2023-0406-1
Bid Opening Date: April 13, 2023 at 5:30 p.m. (Central Time)

BID RESPONSE FORM

Name of Firm: _____

Address of Firm: _____

Representative's Name (Type or Print): _____

*Authorized Signature: _____

Date: _____ Telephone: () _____

E-mail: _____

Number of Years in Business: _____

***Signature certifies the proposed solution and services meet all requirements in this document and the vendor will comply with all specified requirements unless exceptions are noted below.**



EXCEPTIONS TO SPECIFICATIONS AND/OR COMMENTS

BID RESPONSE FORM (Page 2)

In the space below, or on separate attached sheets, please provide pricing for the proposed solution, with MSRP list price and extended price FOR EACH COMPONENT OR COMBINED PRODUCT, with options for 1-, 2- and 3-year commitments. Also, please list current pricing for 1 year of optional managed monitoring services.

EXAMPLE:

| Line # | SKU | Description | List Price | Extended Price |
|----------|---------------|---|------------|----------------|
| A-1 | SW-123-12 | Endpoint Protection for End User Devices, 1-year (qty 1300) | \$ | \$ |
| A-2 | CLOUDAPP-12 | Cloud App Protection, 1-year (qty 1300) | \$ | \$ |
| A-3 | VISIONONE-12 | Vision One console, 1300 credits, 1-year | \$ | \$ |
| | | 1-year TOTAL: | \$ | \$ |
| B-1 | SW-123-24 | Endpoint Protection for End User Devices, 2-year (qty. 1300) | \$ | \$ |
| B-2 | CLOUDAPP-24 | Cloud App Protection, 2-year (qty. 1300) | \$ | \$ |
| B-3 | VISIONONE-24 | Vision One console, 1300 credits, 2-year | \$ | \$ |
| | | 2-year TOTAL: | \$ | \$ |
| C-1 | SW-123-36 | Endpoint Protection for End User Devices, 3-year (qty. 1300) | \$ | \$ |
| C-2 | CLOUDAPP-36 | Cloud App Protection, 3-year (qty. 1300) | \$ | \$ |
| C-3 | VISIONONE-36 | Vision One console, 1300 credits, 3-year | \$ | \$ |
| | | 3-year TOTAL: | \$ | \$ |
| OPTIONAL | ServiceOne-12 | Service One Complete monitoring and incident management, 1-year | \$ | \$ |