

1. How are you securing Internet access from 3 different locations with one firewall? Is traffic being routed through the one firewall? Proximity of our three physical locations allows up to connect all locations with 10Gig fiber with one point of entry for our network
2. In your firewall requirements you state the following "IoT security, Malware detection, Network segmentation, VPNs, Patch management". Are you expecting a solution that will patch devices or are you looking for the firewall to inject rules that mitigate a CVE? You can provide solutions with both options with a price breakdown
3. Will you allow the hosting of certain security related VMs in your VMWare environment? Yes that is an option
4. Are you looking to replace your existing Fortigate and Sophos MDR solutions with a single solution? What are your current issues with these solutions? Not necessarily, more of seeing what is out there. No Real Solutions per say beyond problems of scale for a small rural district
5. What are your current pain points with you existing Fortigate and Sophos MDR solutions? See answer to 4.
6. Your firewall requirement of FWaaS means a cloud-based security solution that provides firewall capabilities without the need for physical hardware. This would mean all of your Internet traffic would be directed to a cloud based firewall. Is this what you want? I am open to all solutions you can provide a price and feature breakdown between a cloud based and an on prem solution
7. Is your existing Fortinet firewall a single or HA pair? Single
8. Are you looking to replace your local firewall with an managed local firewall? I am looking for the best solution for our environment and getting information about all of my options so that I can make an informed decision
9. What is your license type for O365 (ie. A1, A3, A5, etc.)? A1 plus
10. Are you currently using an Email Security solution? If so what is the product and what are your current issues? Classlink MFA is our current solution. No known issues
11. How many windows 11 systems do you have for employees? Are any used at home? Roughly 300 and all are on site, nothing remote
12. Do you have any 3<sup>rd</sup> party applications installed on your windows devices? If so which ones? Cleartouch Touch Panel Tools, Sophos, TightVNC
13. What version of MacOS do you use? Catalina
14. How many MacOS systems do you have for employees? Are any used a home? 1 for our Graphics lab none used at home
15. Are your Switches, Cameras, Printers, WAPs, and other IoT devices on there on firewall protected VLAN segment Yes

16. What are you using for Identity governance & management? **Local Administration, Small distict**
17. What are you using for digital identity tools? **Local Administration, Small distict**
18. Are you looking for a tool that helps enforce security policies by controlling which devices can access a network and under what conditions? **Yes we would be interested in information and pricing on this**
19. Are you using the DLP features built into Google Workspace? If no, why not? If so, what are your current issues? **Yes no now issues**
20. What do you mean by supplemental internet and how is it protected? **We purchase supplemental internet that is load balance through our firewall**
21. Do you use MFA to login to your windows and Mac OS devices? **No**
22. Can you tell us the number of cloud applications that are in scope? **26**
23. Are you able to identify a total budget for the project? **We have built in a temporary budget line item that is flexible depending on the systems and features proposed**