



Agenda Item No. (6)

To: Building and Operating Committee/Committee of the Whole Meeting of June 24, 2021

From: Joseph W. Leong, Senior Information Systems Manager
Fang Lu, Chief Technology Director
Kellee J. Hopper, Deputy General Manager, Administration and Development
Denis J. Mulligan, General Manager

Subject: **AUTHORIZE EXECUTION OF PROFESSIONAL SERVICES AGREEMENTS RELATIVE TO REQUEST FOR PROPOSALS NO. 2021-D-001, ON-CALL CYBER SECURITY PROFESSIONAL SERVICES**

Recommendation

The Building and Operating Committee recommends that the Board of Directors authorize execution of five Professional Services Agreements relevant to Request For Proposals (RFP) No. 2021-D-001, *On-Call Cyber Security Professional Services*, for a three-year term, in a total aggregate not-to-exceed amount of \$2,250,000 for all five contracts, with two one-year option terms in the aggregate not-to-exceed amount of \$750,000 for Option Year 1 and \$750,000 for Option Year 2, with the understanding that the total annual spending across all five contracts will not exceed \$750,000 in any one year. The five recommended firms are:

1. Bulletproof Solutions, Fairfax, VA
2. Global Solutions Group Inc., Oak Park, MI
3. eSentire, Waterloo, ON
4. RSI Security, San Diego, CA
5. World Wide Technology, Maryland Heights, MI

Requisite funds for these services are available in the FY 21/22 District Division Operating and/or Capital Budgets and future years will be budgeted accordingly.

This matter will be presented to the Board of Directors at its June 25, 2021, meeting for appropriate action.

Summary

The Golden Gate Bridge, Highway and Transportation District's (District) Information Systems department is responsible for cyber security in response to the changing operational needs of the District, important updates to existing technology, as well as protecting the District's corporate network and technologies. Beginning in 2017, the District established a bench of on-call technology consultants through a single competitive solicitation. This process has allowed the

District to reduce time for processing procurements, add efficiencies in administering contracts, and be more flexible in delivering new and/or changes to technology systems in a timely manner. In particular, with many Operating and Capital technology projects already approved, the District will be able to use on-call consultants to provide professional services in Cyber Security projects.

On November 30, 2020, the District issued Request for Proposals (RFP) No. 2021-D-001, *On-Call Cyber Security Professional Services*. The RFP was posted on the District's Procurement Portal and notice of the RFP was sent to 210 potential proposers, including 156 Disadvantaged Business Enterprise (DBE) firms. Proposals were received from the following firms by the submission deadline date of February 5, 2021:

1. 22nd Century Technologies, Inc., Diamond Bar, CA
2. Accend Networks, San Jose, CA
3. Anvaya Solutions, Folsom, CA
4. Armature Solutions, Santa Clara, CA
5. Bulletproof Solutions, Fairfax, VA
6. Compu-Vision Consulting Inc., North Brunswick, NJ
7. Crowe, San Francisco, CA
8. eSentire, Waterloo, ON
9. General Datatech, L.P., Pleasanton, CA
10. Global Solutions Group Inc., Oak Park, MI
11. Hancock and Poole Security Inc., Arlington, VA
12. InterVision Systems, Santa Clara, CA
13. Kovarus, Chicago, IL
14. LanceSoft, Herndon, VA
15. MGT of America Consulting, LLC., Sacramento, CA
16. Perspecta Labs Inc., Red Bank, NJ
17. Presidio Networked Solutions Group, LLC., Pleasanton, CA
18. RSI Security, San Diego, CA
19. Secureworks, Atlanta, GA
20. WaveStrong Inc., Pleasanton, CA
21. World Wide Technology, Maryland Heights, MI

A Selection Committee comprised of District staff reviewed and evaluated each proposal based upon the following criteria as specified in the RFP:

- Proposal Understanding and Approach – 0-40 Points
- Proposer's Qualifications and Experience – 0-40 Points
- Cost Proposal – 0-20 Points

After evaluation of the written proposals, 7 firms were invited to an interview. Based on the written proposals, interviews, and reference checks, the Selection Committee recommends awarding contracts to the five highest scoring firms.

All of the recommended firms were able to clearly demonstrate their understanding of the District's needs and match their experience and qualifications to best meet those needs. Additionally, these firms have experience working with local government and/or transportation

agencies and offered highly competitive rate structures. Staff is confident they all meet the requirements of the RFP.

District staff, the District's Attorney, and the DBE Program Administrator, have reviewed the proposals and find that the five firms properly submitted all required documents, and their proposals are technically responsive to the solicitation specifications.

The DBE Program Administrator has determined that RSI Security, Inc., is a certified Small Business Enterprise (SBE) by the California Department of General Services. In addition, World Wide Technology included a DBE subconsultant in its proposal. Depending on services needed from these two firms, DBE/SBE participation may be anticipated during the performance of this contract.

Fiscal Impact

The On-Call Cyber Security Professional Services contracts are for a three-year term not to exceed a collective amount of \$2,250,000 with two-one year options in the collective amount of not more than \$750,000 per year, for a total aggregate amount of \$3,750,000. The professional services will be provided on an as-needed basis, with no guaranteed level of effort or amount of compensation to any individual firm in any particular year. Services will be used when sufficient funds are available, depending on the project, in the District Division Operating and Capital Budgets. For FY 21/22, the District Division Operating and Capital Budgets will absorb any services needed. Requisite funds for the remainder of the contracts will be included in subsequent fiscal year budgets.

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