



To: Paula Ross
Assistant Superintendent of Technology and Information Services

From: Kim Bowlin
Technology Project Specialist

Date: February 3, 2020

Re: Firewall Refresh Project
Five Year Contract #20-02-7140R-RFP

The following proposals were received and opened at 2:00 p.m., Friday, December 20, 2019 as advertised and specified in documents concerning **Contract #20-02-7140R-RFP Firewall Refresh Project**. The proposals received are located on page 2.

Recommendation: Layer 3 Communications

Funding: M & O Funds, 2019 Technology Bond Funds

Estimated Expenditure: **\$6,266,173.35** (Technology Bond Funds)
 \$2,458,003.14 (M&O Funds - optional maintenance yr. 6, 7, & 8)
 \$8,724,176.49

Contract Term: March 6, 2020 - March 5, 2025

Renewal: Three (3) optional one (1) year terms

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DESCRIPTION	POINTS	CDWG	Layer 3	Netsync	Solid IT
			Communications		
Footnote		A	B	A	A
Estimated Expenditure		\$6,301,444.51	\$8,724,176.49	\$6,704,491.00	\$5,739,246.57
2019 Technology Bond		\$4,420,002.31	\$6,266,173.35	\$4,642,982.20	\$3,776,947.98
M&O Funds - optional maintenance for year 6, 7 & 8		\$1,881,442.20	\$2,458,003.14	\$2,061,508.80	\$1,962,298.59
Total Points	100	74.72	<u>87.04</u>	77.41	75.08
Price Points	30	27.32	<u>19.74</u>	25.68	30.00
Reputation of the Vendor and the Vendor's Goods & Services	10	10.00	<u>7.30</u>	5.00	4.95
Quality of the Vendor's Goods & Services	20	13.33	<u>20.00</u>	16.67	11.67
Extent to which the Goods or Services Meet the District's Needs	30	21.06	<u>30.00</u>	21.06	19.47
Vendor's past relationship with the District	5	3.00	<u>5.00</u>	4.00	4.00
Vendor Signed Data Privacy Agreement	5	0.00	<u>5.00</u>	5.00	5.00

Footnote A

These proposals did not meet CFISD's bid specifications with regard to the Decryption Broker, Log Analysis, Distributed Metro Firewall Cluster and Session awareness with load balancing across the data centers. Respondents made assumptions that we could sustain and grow with no future needs considered. A new session awareness solution (FGSP) was announced in December 2019. The Fortinet vendors showed FGSP in their diagrams. However, vendors did not describe in writing their proposed solutions using FGSP or provide any examples of successful implementation.

Footnote B

This proposal met and exceeded the bid specifications of the RFP. The respondent provided current and future needs for growth and capacity for the next eight years. The respondent provided calculations on how growth was calculated. "This product is positioned as a leader in Gartner Magic Quadrant for Network Firewalls for the eighth consecutive time" (Gartner, Sept. 9, 2019).