



**Gwinnett**

GWINNETT COUNTY  
DEPARTMENT OF FINANCIAL SERVICES  
PURCHASING DIVISION

75 Langley Drive | Lawrenceville, GA 30046-6935  
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www.gwinnettcounty.com

March 19, 2019

**AWARD NOTICE**  
**RP029-18**  
**Provision of Managed Security Services on a Multi-Year Contract**

Pursuant to the proposals received on November 26, 2018 for proposal RP029-18, Provision of Managed Security Services on a Multi-Year Contract, the proposal has been awarded to PC Specialists, Inc., dba Technology Integration Group (TIG). Please note the enclosed proposal tabulation.

We appreciate your proposal and interest in Gwinnett County.

Sincerely,

*Terri Shirley / AP*

Terri Shirley  
Purchasing Associate II

TS/bc

Enclosure



Proud Winner of the Annual *Achievement of Excellence Award* in Procurement since 1999

RP029-18  
 Provision of Managed Security Services on a Multi-Year Contract  
 Department of Information Technology Services

			AT&T (OS)	Carahsoft Technology Corporation (OS)	CenturyLink (OS)	Creative Breakthroughs, Inc. (L)	MKA Cyber (OS)	NeoSystems, LLC (OS)	NuHarbor Security, Inc. (OS)	PC Specialists, Inc. dba Technology Integration Group (TIG) (L)	PhiloTek, LLC (OC)
ITEM #	CRITERIA	POINTS ALLOCATED	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS	TOTAL POINTS
1	Introduction and Executive Summary	10	9.25	7.25	10	9	9	9.25	7	8	8
2	Reference of Similar Contracts	10	10	3.33	6.44	9.11	6.67	6.67	3.33	9.11	9.56
3	Monitoring and Remediation	20	17.5	17.75	16	18	12	19	12	18	14
4	SSL Decryption, Traffic Storage, Root Cause Analysis	15	14	7.75	7	15	14	14.5	7	15	0
5	Security Expert Resident	15	14.25	8.75	15	9	5	10	0	8	15
6	Incident Response Retainer	10	8	9.5	0	8	8	9.75	4	9	10
7	Terms and Conditions	10	6.75	9.75	9	9	9	9.75	7	10	6
	<b>SUB-TOTAL</b>	<b>90</b>	<b>79.75</b>	<b>64.08</b>	<b>63.44</b>	<b>77.11</b>	<b>62.67</b>	<b>78.92</b>	<b>39.08</b>	<b>77.11</b>	<b>61.81</b>
8	Cost	10	3.42			8.75		5.65		10	
	<b>TOTAL</b>	<b>100</b>	<b>83.17</b>	<b>64.08</b>	<b>63.44</b>	<b>85.86</b>	<b>62.67</b>	<b>84.57</b>	<b>39.08</b>	<b>87.11</b>	<b>61.81</b>

**Recommended Vendor:**

PC Specialists, Inc., dba Technology Integration Group (TIG)

Attn: Tom Janecek  
 10240 Flanders Court  
 San Diego, CA 92121  
 Phone: 858-566-1900  
 Fax: 858-566-9375  
 Email: tom.janecek@tig.com

Provision of Managed Security Services on a Multi-Year Contract  
 Department of Information Technology Services

		AT&T (OS)	Creative Breakthroughs, Inc. (L)	NeoSystems, LLC (OS)	PC Specialists, Inc. dba Technology Integration Group (TIG) (L)
Item #	Description	Cost	Cost	Cost	Cost*
1	Monitoring and Remediation	\$5,459,150.00	\$1,039,638.00	\$4,096,494.48	\$1,050,691.50
2	SSL Decryption, traffic storage and root cause analysis (hardware owned)	\$1,764,570.00	\$361,092.00	\$50,373.00	\$367,335.91
3	Onsite Security Expert	\$970,560.00	\$900,000.00	\$948,402.00	\$856,010.00
4	Incident Response Retainer	\$90,000.00	\$146,148.00	\$115,800.00	\$148,453.61
5	Annual Hardware Maintenance & Software Licenses – 3 year		\$454,362.00		\$463,743.92
6	Managed Network Forensics – 3 year		\$53,364.00		\$53,935.00
7	Other Implementation				\$50,092.80
8	One-Time Cost/Set-Up	\$500,868.00		\$98,430.00	
9	Other Log Collection Device			\$5,790.00	
10	Bluecoat Implementation		\$47,589.00		
11	CBI Manager Symantec Endpoint		\$429,195.00		
<b>Fee Total</b>		<b>\$8,785,148.00</b>	<b>\$3,431,388.00</b>	<b>\$5,315,289.48</b>	<b>\$2,990,262.74</b>

\*Reflects BAFO pricing