



December 08, 2023

Board of Education
Kent ISD
2930 Knapp Street NE
Grand Rapids, MI 49525

RE: Cybersecurity Assessment Consortium Bid Recommendations

Executive Summary:

In June of 2023, a consortium of Kent County school districts formed to solicit Cybersecurity Assessments. A committee of local school district representation and Kent ISD staff was formed to create a bid specification, facilitate the bidding process, and conduct interviews and assessments. Bid documents were issued on July 07, 2023, for Cybersecurity Assessments on behalf of the consortium of Kent County school districts. Twenty-one complete bids were received and publicly opened on August 08, 2023. Of the 21 companies that provided proposals, the committee selected seven for post bid interviews. Two companies represent local vendors with considerable experience in Kent County and five national vendors with extensive experience in providing cybersecurity assessments to school districts.

Bid Evaluation Summary and Recommendations

After receiving proposals and conducting post bid interviews, the committee evaluated the proposals to ensure they were inclusive of the scope of work and schedule and evaluated the benefits of each solution proposed. The attached bid pricing [Table. A] and bid assessment [Table. B] indicates the data used and the recommendation of the vendors from the committee.

Based upon the evaluation of the committee both VDA Labs and Securance are recommended for selection by the administration and Board of Education.

VDA Labs

VDA Labs is a Cybersecurity company located in Grand Rapids. They have conducted cybersecurity assessment with several school districts in Kent County. They also represent the most cost-effective bid [Table A], and surpassed many proposals in terms of quality [Table B].

Securance

Securance is a consultancy based out of Tampa Florida. They have worked with several very large school districts nationally, and many other large government entities. They also were competitively priced compared to other national vendors. [Table A]. They also submitted a proposal that would be of significant value to the districts [Table B].

Sincerely,

Cybersecurity Assessment Committee

- Nick Morse – Kent ISD – Cybersecurity Consultant
- Robin Paradez – Northview – Director of Technology
- Glen Finkel – Kent ISD – Assist. Sup. of Technology
- Rick Webb – Kenowa Hills – Chief Technology Officer
- Ryan Kelly – Kent ISD – Sparta Technology Coordinator

[Table A.] Pricing

		Local Vendors			National Vendors			
		PlanteMoran	VDA	22nd Century	Securance Consulting	MGT	Global	Shorebreak
External	Small	\$3,500.00	\$4,000.00	\$7,000.00	\$6,380.00	\$5,880.00	\$4,515.00	\$7,800.00
	Medium	\$5,000.00	\$5,000.00	\$9,000.00	\$7,250.00	\$13,800.00	\$6,450.00	\$11,700.00
	Large	\$7,500.00	\$6,000.00	\$10,500.00	\$7,250.00	\$19,800.00	\$8,901.00	\$15,600.00
	Xlarge	\$10,000.00	\$7,500.00	\$15,000.00	\$8,120.00	\$39,000.00	\$15,480.00	\$19,500.00
Internal	Small	\$7,500.00	\$6,000.00	\$8,000.00	\$8,700.00	\$6,600.00	\$5,805.00	\$23,400.00
	Medium	\$10,000.00	\$7,000.00	\$10,500.00	\$10,150.00	\$15,500.00	\$9,933.00	\$35,100.00
	Large	\$12,500.00	\$8,000.00	\$15,000.00	\$11,600.00	\$22,275.00	\$17,931.00	\$46,800.00
	Xlarge	\$15,000.00	\$9,500.00	\$20,000.00	\$14,500.00	\$43,875.00	\$29,928.00	\$70,200.00
Phish Testing	Per 100	\$3,000.00	\$2,500.00	\$5,000.00	\$6,380.00	\$2,700.00	\$5,934.00	\$9,750.00
Wireless	3 ssid	\$3,000.00	\$2,500.00	\$1,000.00	\$6,380.00	\$2,500.00	\$3,612.00	\$5,850.00
	5 ssids	\$5,000.00	\$3,500.00	\$1,400.00	\$7,250.00	\$5,200.00	\$4,515.00	\$11,700.00
Physical		\$1,500.00	\$5,000.00	\$6,000.00	\$1,450.00	\$2,500.00	\$2,451.00	\$6,500.00
Table Top		\$2,000.00	\$5,000.00	\$12,000.00	\$11,600.00	\$4,000.00	\$9,030.00	\$8,000.00
Final Report					\$4,640.00			
Total		\$85,500.00	\$71,500.00	\$120,400.00	\$111,650.00	\$183,630.00	\$124,485.00	\$271,900.00

[Table. B] Assessment Matrix

		Vendor Scoring (use additional worksheets if necessary)											
		Plant Morane		VDA		22nd Century		Global		Shorebreak		Securance	
Selection Criteria	Weight*	Raw Score**	Weighted Score***	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score	Raw Score	Weighted Score
Prices/Charges	25%	4	1	5	1.25	1	0.25	1	0.25	3	0.75	2	0.5
Understanding of Needs	5%	4	0.2	5	0.25	4	0.2	4	0.2	4	0.2	5	0.25
Prior Experience	5%	5	0.25	4	0.2	3	0.15	5	0.25	5	0.25	4	0.2
Personnel Qualifications	5%	5	0.25	5	0.25	5	0.25	5	0.25	5	0.25	4	0.2
				5	0		0		0		0		0
Methodology	20%	4	0.8	5	1	3	0.6	4	0.8	4	0.8	5	1
-Engagement	5%	3	0.15	4	0.2	3	0.15	3	0.15	3	0.15	5	0.25
-Intelligence Gathering	5%	4	0.2	5	0.25	3	0.15	4	0.2	3	0.15	4	0.2
Reporting	20%	4	0.8	4	0.8	4	0.8	4	0.8	5	1	5	1
Overall (Gut)	5%	4	0.2	5	0.25	4	0.2	3	0.15	3	0.15	4.5	0.225
Staffing	5%	4	0.2	4	0.2	4	0.2	5	0.25	3	0.15	5	0.25
Overall Ranking	100%		4.05		4.65		2.95		3.3		3.85		4.075